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*Hoffman's*



**SEEDS** *for your* **FARM**

## To Know Each Other Better:

**Y**OU as a seed-user . . . we as seed-suppliers—why shouldn't we know each other better?

Besides offering you fine seeds, this book takes a step toward better acquaintance. Some pages tell little picture stories about some of our men and equipment. The next step will be up to you. Maybe a visit here. Or maybe you will send us a snapshot or some pictures this summer, showing yourself in with some good crops you have grown from Hoffman Seed.

These past 38 years at this business have been mighty pleasant . . . meeting so many good folks, serving so many thousands more. The future can be more so, if more and more of us get better acquainted. Because that brings better understanding of each other's problems. . . . And Hoffman Seeds stand ready to do their part—a mighty big part. They are ready for you . . . clean, hardy, tested, suited to your section. And they really will make money for you! Let them be the means of bringing us closer together.

A. H. HOFFMAN, INC.



An inborn desire for good seeds caused Mr. A. H. Hoffman (left) to start this business. That was in 1899. He continued its operations in the barn of his farm until 1913. Then built our first warehouse here in town. . . . Founded the First National Bank of Landisville, and served as its President until his death in 1917. . . . A strong power for good in his community, and also among the great number of his converts to his gospel of Good Seeds.



From father to son the mantle passes. William F. Hoffman (left)—active in the business the past fourteen years, and President of our company the past three years. Also serving on the local bank board. Just as firm a believer in Quality Seeds as was his father.

Warmly thanks you for your continued confidence in our company and its seeds. Invites your letters and calls. Pledges complete satisfaction all along the line.



Satisfaction . . . that's surely the word back of it all. Or why would Edwin C. Summerson, Hyner, Pa., have sent us this picture? He grew this splendid stand of clover and timothy from Hoffman Seed. A mighty happy family group—we say. Such pictures are fine! Exactly the plan we hope more of our readers will follow.

**Y**OU can buy seeds most anywhere—*some* kind of seeds! Every merchant says his seeds are best, and he mostly tells the truth, *so far as he knows it!* Some times his seed is all right—some times it's not. Some times it will make a good crop—some times it won't.

But—when you sow seed, isn't it true that it's the crop you want? And you want it right then—not some future year! You don't want any guess-work!

Here is where Hoffman's Seeds step in for your attention. Seed is not a sideline here . . . it's our year-round bread and butter! The facts must be known. The seeds must be right! And you *know* this!

Your money goes into the seeds you buy—your profit must come out of them. Let this book be your seed-guide toward better crops. It will serve you well. We ask for your kind orders, because Hoffman's Seeds really will make money for you!

### **“MONEY-BACK” TERMS**

THIS plain statement puts everything right up to you. You are to be court and jury in the case. Judge for yourself. SEED THAT YOU BUY HERE MUST BE SATISFACTORY ON ITS ARRIVAL OR MAY BE RETURNED PROMPTLY, AND YOUR MONEY WILL BE REFUNDED—ROUND TRIP FREIGHT TO BE PAID BY US. Time will be granted when you wish to have purity and germination tests made. . . . Hoffman's Seeds will please you!

**A. H. HOFFMAN, Inc.**

**LANDISVILLE (Lancaster County), PA.**



"Enclosed find pictures of my clover and timothy field. I got 19 big loads of hay from 11 acres. 20-foot ladder, loaded up so we could just get in the barn. The loads being 12 feet wide. And clean of weeds—your seed gives me good results."

J. M. KOCH, Tamaqua, Pa.

## *Hoffman's* **RED CLOVER SEED**

IN THE above pictures and by his own words, Mr. Koch gives you a genuine true story. Great numbers of other folks have had outstanding success where they sowed Hoffman extra-quality seed. No doubt about it—there is something in sowing the right seed for the job you want it to do.

Good clover seed is scarce this year. Last Summer's heat waves and drought in so many sections seriously hurt the seed crop. This year's is one of the very shortest crops of Red Clover Seed on record in this country. The demand for reseeding the drought-stricken areas will be heavy. Prices will undoubtedly remain on high levels.

In short-crop years like this, seed buyers must be very cautious. In years of shortage or plenty, there is one brand of clover seed you can depend on—Hoffman's EXTRA brand. It stands for very highest quality. It is cleaned to the highest standards possible. Always CLEAN and free from foul weeds. Always TESTED seed—to be sure of sound germination. And furthermore, it is from desirable sections—suitable for sowing by Hoffman customers.

"Extra" brand seed is selected by careful buyers in the best producing sections. It is cleaned and recleaned by modern machinery, way past the stages reached by most of its competitors. Grown in northern locations. Hardest strains known. Every lot is tested to insure satisfaction to its user.

"It gives us pleasure at this time to state that we are 100 per cent satisfied with all of the seed bought from you. We find your clover, as well as other seeds, of high-grade quality."

Albert Baran,  
Clyde, N. Y.

**INOCULATE  
This Seed  
IT PAYS!  
See Page 10**

**"EXTRA"**  
**RED**  
**CLOVER**  
**Native**

(U. S. Verified Seed)

THERE is desirable and undesirable seed grown in these United States, just as in other parts of the world. To buy simply what is called home-grown, or U. S. grown, or northern-grown seed, does not always insure it is the right seed for you. But with this Hoffman Verified Seed you get a Government tag showing exactly what State produced the seed—there can be no deception about it.

Besides seed of absolutely known source, you get only the choicest quality seed to be had, when you buy Hoffman's Seed. You don't get a lot of weeds that you don't want. But you get the stand of clover that you do want. That's what great numbers of eastern and northern farmers buy it for, year after year. They certainly do get pleasing results.

In the more northern and highest-altitude sections, authorities claim that the only kind of clover seed to safely sow is the hardy northern-grown native strain, such as this Hoffman "Extra" Native Seed. On the next page, you will notice details on North European seed, also offered as Hoffman "Extra" Seed. That seed has done well for many users in many sections through the East and South.

Order your Hoffman "Extra" Red Clover soon. Please don't delay ordering. You will be pleased with your invest-



**"EXTRA"  
RED  
CLOVER  
North  
European**

*Below: Note the young red clover plant. With many nodules on its roots. Filled with precious nitrogen. . . . Inoculate your seed. See page 10.*



ment in Hoffman's "Extra" Quality Seed. It will give you profitable results. See Price List.

HERE are the facts about this seed. . . . It is grown in northern sections of the old country. It is NOT the southern-grown unadaptable seed, which has caused so much crop-failure in America!

Six years ago, when last sold here, Hoffman patrons sowed just about as much of this Adaptable North European seed as they did of the home-grown seed. Not one of them has yet reported dissatisfaction with it. A canvass was recently made among many of these former users. The question was asked, "How did your Hoffman imported clover do for you?" The answer nearly always was, "I didn't notice any difference."

There is just a certain limited amount of really good-quality United States seed to be had this year. Hoffman's will offer it to you as long as it's possible. Some folks will sow nothing but U. S. seed—others will want to save the big difference in cost per bushel. They can do this with Hoffman's North European seed. It comes from hardy sources over there. Strictly clean of foul weeds. You take no chance whatever of weed injury, for it really is very well cleaned. Tested and sound.

Above seed has 1 per cent of it stained green. This is done by U. S. Government men to identify it from the undesirable imported seed. The latter carries 10 per cent red stain. Please note—we do not handle any Italian or other unadaptable imported seed!

**FREIGHT IS PAID  
and BAGS ARE FREE**

*—see details page 75*

**MAMMOTH (SAPLING) CLOVER**

MUCH like the regular Red Clover. Used for about the same purposes. Mammoth is a little coarser — grows taller — ripens later — roots deeper. Produces but one crop of hay—affords less pasture after cut. Thrives on poorer soils. Withstands drought quite well. Just one grade—"Extra" quality—is sold.



*Although shown in former catalogs, above excellent Clover crop, grown by A. C. Demmy, Harrisburg, Pa., made 4¾ tons hay per acre!*

## **Hoffman's**

### **ALSIKE**

### **CLOVER**

ALSIKE will be a very popular clover this Spring. It is very hardy . . . as "sure-catching" as any clover . . . and being small in size, the seed goes farther when you sow it. Helps to keep down the size of the seed bill, especially this year.

This valuable clover does well on wetter, colder soils. Stands more acidity than most other clovers. Is often known as "The last stand of clovers," because it is more adaptable than the common clovers and will grow in locations where most other clovers might fail. Many farmers sow it with their Timothy to increase the yield and protein value of their forage crops. Others mix alsike with red clover at the rate of 2 or 3 parts of red to one of alsike. This combination often gives excellent results where Red Clover alone would not do so well.

Quality of seed is extremely important with Alsike Clover. Hoffman's Extra Quality Alsike is what nearly everybody sows. It is extra-well cleaned. This seed is the choice of the crop. It is bound to please the most particular buyer.

Hoffman's "Economy" Alsike, if in stock, sells for less money. It may contain some White Dutch Clover or Timothy, which lowers the test.

## **WHITE**

### **(Dutch)**

### **CLOVER**

THIS spreading variety is one of the best pasture clovers . . . particularly valuable where there is a predominance of blue grass, because it supplies valuable nitrogen. White Dutch has high protein value. Stands trampling well. Provides lots of nectar for the bees.

*The very last word in modern seed cleaning equipment. Now at work for you here at Hoffman's. It is a new process. Differs from the old-style screen and windmill. Does excellent work. Stop in—we'll gladly show it to you.*

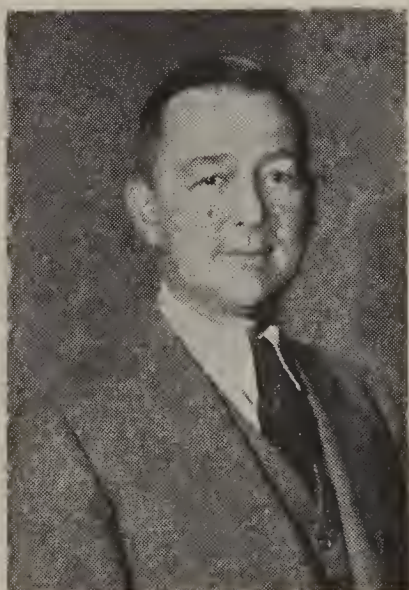


## PERMANENT PASTURE

IMPROVE your pasture. The most practical application for general conditions is one ton of limestone and 400 or 500 pounds of Super-phosphate per acre. The lime can be applied in the Fall or early Winter, but Spring applications are satisfactory. Early Spring application of the Super-phosphate is a favorable time, but it can be applied in the Fall or early Winter.

Lime and Super-phosphate improve production of the pasture and the resulting feed will show a much higher percentage of lime and phosphorus so essential in milk production and bone development.

A fairly liberal application, such as above, of Super-phosphate and lime will show results on pasture for four or five years. Repeating the treatment every few years if necessary will prove even more profitable.



Nearly twenty-three years with the company. . . . Our Treasurer, E. M. Godshalk. In closest possible contact with our Founder, Mr. A. H. Hoffman, for the three years prior to his passing on. Thoroughly grounded in the high principles Mr. Hoffman stood for. And religiously sold on the program of "Nothing but strictly good seeds." Active in the management of the company since 1917.

## **"SOILTEX"**

for  
**TESTING**  
**SOILS**  
for Lime

Alfalfa, Red Clover, Sweet Clover, all require lime. Most other crops benefit by it. Lime corrects acidity, sets free plant food, improves texture of the soil. Test your soil—know exactly what it requires.

Soiltex is quick, easy, accurate. Tells in a few minutes if soil is acid, and how much lime it needs. Each outfit, \$1.00 (postpaid), makes 75 to 100 tests. Full directions and lime table included. Costs about 1 cent per test.

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## **Hoffman's** **TIMOTHY** **SEED**

TIMOTHY Seed is always timothy seed . . . but by no means is it always *good* timothy seed. What a difference there is when you get down to real close inspection!

Here is Hoffman's "Farmers' Choice" Brand of Timothy Seed; you get seed that in reality pays for itself. By way of the extra crop it makes for you, you really get your money's worth. It is the cleanest, soundest, plumpest, most vigorous seed made on the crop. Its tests for purity for over thirty years show right around the 99 $\frac{3}{4}$  per cent mark. Always free from noxious weeds. Always of sound germination. Always quoted at prices that compare very favorably with seed of just ordinary quality. No need to discuss the uses of Timothy here—you know them. But let us urge that you sow Hoffman's "Farmers' Choice" Timothy Seed this year. It's going to pay you! See Price List.



# Treat All Legume Seeds with *Hoffman's* INOCULANT

IT COSTS so little now to apply Hoffman's Inoculant to your seeds. Prices of these cultures are lower today than ever before.

Hoffman's Inoculant increases the yield and quality of legume crops. Helps them to quicker growth—earlier maturity. Enables legumes to grow where they cannot thrive otherwise. Besides aiding the growing plant whose seed has been inoculated, these tiny germs supply nitrogen which also benefits other crops that are growing along with the treated legume plants.

## APPLY HOFFMAN'S INOCULANT TO:

|               |                |
|---------------|----------------|
| Red Clover    | Alfalfa        |
| Soy Beans     | Sweet Clover   |
| Alsike Clover | Canada Peas    |
| Cow Peas      | Mammoth Clover |
| Lespedeza     | Vetch          |

Leading agricultural authorities say that it pays to inoculate all the above seeds. Tests everywhere prove that inoculated seed produces bigger and better crops.

Inoculate these seeds with the right kind of bacteria.

See what inoculation helps  
to do for Clover.



## LOW PRICES OF HOFFMAN'S INOCULANT

Several kinds of bacteria—many size cans.  
Each kind of seed requires a different germ.

|   | ½ bu.<br>size | 1 bu.<br>size | 2 ½ bu.<br>size |
|---|---------------|---------------|-----------------|
| Alfalfa . . . . .                                     | \$0.35        | \$0.55        | \$1.15          |
| Sweet Clover . . . .                                  | .35           | .55           | 1.15            |
| Red Clover . . . . .                                  | .35           | .55           | 1.15            |
| Mammoth, Alsike . . .                                 | .35           | .55           | 1.15            |
| White Clover . . . .                                  | .35           | .55           | 1.15            |
| Japan Clover or<br>Lespedeza . . . . .                | .35           | .55           | 1.15            |
|   | 1 bu.<br>size | 2 bu.<br>size | 5 bu.<br>size   |
| Soy Beans . . . . .                                   | \$0.35        | \$0.55        | \$1.15          |
| Cow Peas . . . . .                                    | .35           | .55           | 1.15            |
| Vetch . . . . .                                       | .35           | .55           | 1.15            |
| Canada Field Peas . .                                 | .35           | .55           | 1.15            |
| Garden Peas, Sweet Peas (peck<br>size only) . . . . . |               |               | .25             |



small — the benefits so great — that it pays to inoculate every legume seeding with a fresh, pure culture, even though the land has been previously inoculated.

Hoffman's Inoculant is guaranteed to be a pure, live, fresh culture . . . and to produce nodules. Hoffman's Inoculant is prepared by skilled bacteriologists in one of the country's best laboratories. It is endorsed by Government authorities. Very easily applied to seed, prepared in humus form.

Be sure to say on your order which seed is to be inoculated—because it takes different germs to treat the various kinds of seeds.

When correctly inoculated, these legume plants will form little sacs on their roots. In these sacs they store up nitrogen which they draw from the air. This nitrogen not only helps these plants themselves, but is also left in the ground for you. It only costs about 20 cents to inoculate an acre of Alfalfa with bacteria, which will gather about 100 pounds of nitrogen, worth \$20 to \$30 annually. This bacteria may live there in the soil for many years. Cost is so



*Center: A well-inoculated root of a soy bean plant. . . . See the many nodules filled with nitrogen. . . . Top and bottom pictures show how inoculant is applied to seed just before it is sowed.*



# *Hoffman's*

## **SWEET CLOVER**

THIS clover is popular because it has no equal as a soil builder and temporary pasture on lands that are too poor for the better clovers. It will grow anywhere where the soil is not sour. When cut for hay, it may make but little second growth. Be sure to cut it high.

The best pasture from Sweet Clover comes the second year after seeding. Do not plow it down the Spring after it is sown, until it has made a good growth.

Sweet Clover will produce a good stand on any neutral well-drained soil. On poorer lands, however, it requires as much lime as alfalfa.

If you need something to help out on pasture, sweet clover may make considerable good grazing after mid-Summer. For this purpose, seed alone early in the Spring on well-drained land that is not sour.

Cows should be turned on second-year sweet clover when it is 6" to 10" high, depending on the soil, the size of the herd, and the acreage. It will sometimes carry 3 cows per acre from May to mid-Summer. Cows must be fenced in until they acquire a taste for it. Growth should be kept down to about a foot in height to promote branching and retard seeding.

Give the cows plenty of water and some dry roughage. It is frequently a good plan to sow some Red or Alsike Clover along with the Sweet Clover until you are sure it will thrive. Sweet Clover is many times sown into corn at the last cultivation and pastured the following Summer, instead of putting the corn stubble in oats.

The Sweet Clover can then be plowed, and the ground put into wheat. This plan will be successful, especially during seasons of ample rainfall.

**INOCULATE  
This Seed  
IT PAYS!  
See Page 10**



*These purebred Guernseys are doing well on their Sweet Clover pasture . . . Calvert County, Maryland.*



**White  
Blossom  
Sweet  
Clover**

THIS clover is a good soil builder. It is more valuable for this purpose than for hay or pasture, because the hay is coarse and difficult to cure and is not particularly relished by stock. Planted in the Spring, it will give a fine growth by Fall of the same year. White Blossom is a biennial variety (*Melilotus alba*). It lives for two years and then dies.

Planted in the Spring or Fall of one year, it will live until mid-Summer of the following year. Let it go to seed and it will reseed itself and last for years. Used by many farmers to prepare the soil for later sowing of alfalfa.

**Yellow  
Blossom**

THIS is a yellow-flowering biennial Sweet Clover (*Melilotus officinalis*). It grows 2 to 2½ to 3 feet the first year, 4 to 5 feet the second year. While it does not make as much top growth as White Blossom, yet it is preferred by some farmers because of its finer stems, which are nearly as fine as alfalfa. Therefore is preferred for haying or pasturing.

**Grundy  
County**

AN EARLY dwarf strain of the biennial White Blossom Sweet Clover. Matures 2 weeks earlier. Has finer stems. Makes finer hay. Grows palatable feed. Not as tall.

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**Korean  
Lespedeza**

LESPEDeza is widely used from Maryland South. For soil improvement on lands too poor for other clovers. It is an annual killed by the first frost.

Not so good a hay crop for the Northern sections. In sections further South, it reseeds itself.

Korean Lespedeza makes from 1 to 4 tons of hay per acre in the South. Easy to cure. For best hay, sow 20 to 25 lbs. seed per acre. It is a great drought resister, and also a legume, storing nitrogen in its roots. Be sure to inoculate this seed.



## **ALSIKE and TIMOTHY (mixed)**

### **POPULAR BLEND FOR MAKING HAY**

THESE two grasses make wonderful partners. They seem well suited to each other. They thrive well in lower locations—ground that is not at all suited to many other grasses. They ripen close together. Make very desirable hay.

The Alsike content of this popular mixture is usually right around 20 per cent. It is good full-bodied, plump seed—not the common underrun seed that sells at much lower prices. This combination is offered at a price that does save you a little money. It is free from noxious weeds. Sound germination, too. See Price List.

### **“CLOVER SICKNESS”—Then What?**

Just as in the case of human beings, right diet and healthy surroundings ward off disease.

There are five practical suggestions made by students of clover sickness:

1. *Plow deep* and prepare the soil deep and thoroughly to encourage thrifty root growth.

2. *Apply lime* and work it in deep, because lime encourages root development, encourages the growth of beneficial root nodule bacteria, and discourages to some extent the injurious organisms. Surface lime doesn't help much if the under-surface is sour.

3. *Inoculate* with the right kind of root nodule bacteria to promote accumulation of nitrogen to feed the plants.

4. *Fertilize* for healthy, vigorous growth. Shortage of plant food, especially phosphorus, is one of the prime causes of clover sickness.

5. *Rotate*. Do not grow clover on the same land twice without other crops intervening in the rotation. Where soils are badly “clover sick” defer growing clover on them for a few years and in the meantime grow other legumes such as alfalfa, soy beans or sweet clover.

# *Hoffman's* "Economical Mixture"

## HERE IS A GOOD SEED COMBINATION FOR HAY:

$\frac{1}{2}$  Red Clover  
 $\frac{1}{4}$  Alsike Clover  
 $\frac{1}{4}$  Timothy

THE proportions mentioned above may vary slightly sometimes, but on the average they are correct. Many hundreds of bushels of this popular mixture are sold every season. It does save its buyer a little money—hence the name "Economical."

"Economical Mixture" is a very proper one for either hay, pasture, or soil improvement. It is made mostly from lots of mixed clover and timothy—seeds produced in this mixed condition. Hence costs less money than otherwise. All lots are tested for freedom from foul weed seeds. You actually get just about the proportion of each seed shown above. There may also be at times a little alfalfa, or perhaps a trace of sweet clover or other crop seeds present in this seed. It's always thoroughly mixed. Seed of desirable quality, and offered at a saving.

"The Economical Mixture I bought from you gave me a perfect stand of grass. I have been buying seed from you for 12 years and have never failed to get good results. Can recommend your seeds very highly."

J. T. Singer,  
Penfield, Pa.



# *Hoffman's* **TESTED SEEDS**

It's mighty important to any seed-buyer to know that his seed is really tested. Why should he buy such an important thing as seed from a place that has no equipment for testing the seed it sells? Where the facts are not known?

Below is shown some of the Hoffman equipment for making purity and germination tests. The real facts about Hoffman Seeds are really known. And the truth about them is told to you. You get the correct information plainly marked on each tag, whether it be local, State, or Federal information. Hoffman's Seeds are Quality Seeds—that will make money for you!

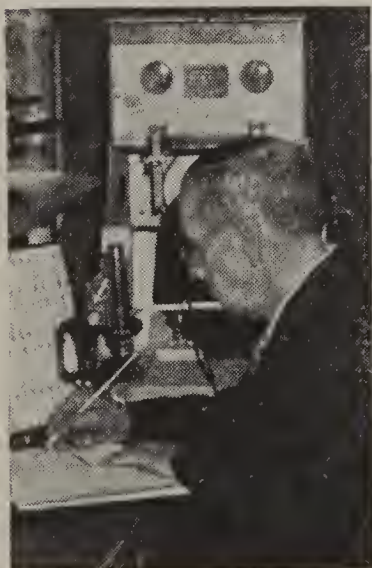
## **LIME REQUIREMENTS**

ALFALFA, clover and pasture can not be satisfactorily produced on sour soils. Soil acidity is the most common single cause of the failure of clover to thrive and withstand winter killing. In fact, many crops do better on soils properly limed. Other crops that fail to thrive in soils which are decidedly sour are soy beans, oats, blue grass, wheat, cabbage, cauliflower, celery, beets, cucumbers, lettuce, onions, peppers, spinach and sweet potatoes. Some of the crops that will grow on sour soils are tomatoes, corn, buckwheat and rye.

When there is any doubt as to whether your fields need lime, send samples of the soil to your County Agent. Be sure the sample is representative. Take soil from the surface at several points in each field and thoroughly mix and take a sample from this composite mixture.

"Last year I bought some seed of you and had such good luck that I am going to place an order with you this year, for it was the cleanest seed I ever bought."

G. H. Russell, Templeton, Mass.



For many years with the U. S. Department of Agriculture at Washington and throughout the Nation. John G. Willier, editor of various crop publications. Breeder of seed grains—corn particularly. Thoroughly experienced in hybridizing. His efforts along those lines are continued here. At the same time he is responsible for upholding the high standards for truly TESTED seeds sold by Hoffman. A policy of strain improvement is now in progress under his supervision.



ALFALFA SEED of good quality is scarce this year. For that reason, be very careful to avoid low-priced seed. You can't afford to take chances on such an important crop as your alfalfa. You can depend on the seed here offered! The quality is the very best to be had! And prices are reasonable and fair. Be sure to ORDER EARLY!

(U. S. Government Verified Origin Seed)

## ***Hoffman's*** **"Northwest"** **Alfalfa Seed**

TAKE a drive through most any county in Pennsylvania, where alfalfa is grown on a large scale . . . keep on the watch for good, clean, thrifty-looking fields of alfalfa . . . and if you would ask their owners about the seed they sowed on those fields . . . you would soon learn a lot about Hoffman's "Northwest" Alfalfa. Because thousands of eastern alfalfa growers now depend on this strain. And they're glad to talk about it! They're making money out of it!

A 58-acre seeding yielded  $4\frac{1}{4}$  tons of good, clean hay to the acre for H. A. Alger, of Dauphin County, Pa. . . . Edgar Hinkle, of Annville, Pa., reported that he got 65 tons of hay from his 12 acres!

This Hoffman "Northwest" Alfalfa Seed has made unusually good for many people. Because of its success, many competitors have now adopted the same word, "Northwest," as a brand name. But do not be misled. Insist on the genuine Hoffman "Northwest" for the real, top-notch quality seed—from the right sources!

This genuine Hoffman "Northwest" seed comes from the sections that produce the hardiest, most prolific alfalfas—mostly from Idaho, Utah, Montana and the northern Rocky Mountain States. It is the surest to catch, most vigorous, hardiest alfalfa seed to be had—is able to endure as severe conditions as can be expected of any alfalfa. . . . Then—you

# **Hoffman's**

## **"Northwest"**

### **Alfalfa Seed**

**(Continued)**

get specially cleaned seed . . . tested . . . free from noxious weeds . . . and also tested for sound growth. . . Furthermore, a tag comes on each bag you get, showing the State where the seed was grown. There can be no deception—you can know absolutely!

Certainly there is lower-priced seed . . . lots of it! But there isn't better seed than Hoffman's "Northwest" Alfalfa. And really this splendid Hoffman seed costs you so little, if any, more than other seed you might buy—that it figures at most, only a few extra cents per acre to buy it. . . . And when the crop comes along, your investment will be returned to you many times over. . . . That's just exactly what so many other people have found—why not you? Sow Hoffman's "Northwest" Alfalfa this year—you will be well repaid.

"Although it was very dry in May, and my Alfalfa got off to a bad start—I had two nice cuttings. I made so much hay my whiskers started to turn green, so I quit."

Jack Hayes,  
Rockton, Pa.

**INOCULATE**  
**This Seed**  
**IT PAYS!**  
**See Page 10**

*Father and Son Inspect Their Good Stand of Alfalfa,  
Cayuga County, N. Y.*





*This is Wm. Neidigh's field (Dauphin County, Pa.) of Hoffman "Northwest" Alfalfa. Fine results for the dry 1936 season.*

## **HOFFMAN'S "GRIMM" ALFALFA**

(U. S. Government Verified Origin Seed)

CERTAIN varieties of Alfalfa will produce better crops than others in Northern sections. Of these outstanding varieties there is none better known than "Grimm." It will withstand wide extremes of unfavorable weather conditions and will winter through seasons that are likely to kill off many other varieties of Alfalfa.

"Grimm" is the name given many years ago to this strain of Alfalfa. It has been known to withstand extremes of unfavorable weather conditions better than other alfalfas growing alongside. It will be widely used again this year, because of its fine success heretofore. It comes direct from the sections growing it, and is certified by its growers under affidavit to be the true "Grimm" strain.

The roots of the genuine "Grimm" are often curiously formed. Very often they branch out—sometimes they grow out very much like the roots of the regular Alfalfa. The crowns are set low. This protects the part of the plant that needs most protection. You get full value for your money with Hoffman's "Grimm" Seed.

If you are located on a high land, or in the northern tier of counties, you can make no mistake by sowing Hoffman's "Grimm." Be sure, however, that your seed bed is well prepared and that your soil has plenty of lime.

## **"CERTIFIED" GRIMM**

CERTIFIED and sealed under the direct supervision of the State authorities. Every bag of this seed is sealed at the threshing machine and is checked and resealed through all

*Some of the mother plants which produce Hoffman's Northwest alfalfa seed. This photo was taken on a grower's farm in Idaho while our Mr. Godshalk was on one of his inspection trips.*



**"CERTIFIED"**  
**GRIMM**  
(Continued)

cleaning operations by the deputies of the State Department. A tag comes on each bag—giving all the details of certification. As with most everything else—there are many grades of "Certified" Grimm Alfalfa. Buy Hoffman's seed and be pleased with results.

**"Canadian  
Variegated"**  
**ALFALFA**

THIS strain of Alfalfa has been grown successfully in Ontario for fifty years. Noted for its hardiness. It has proven itself to be very resistant to cold in New York, Ohio, the New England States, and upper Pennsylvania. Tests made over a wide range of soil and climatic conditions showed the "Canadian Variegated" strain practically equal to Grimm in hardiness and production. This Alfalfa is worthy of your trial. Quality of seed is good. Like in everything else—you can buy this so-called strain at a lower price, but here is the genuine seed, recommended for your use, and offered at a fair price. See Price List.

"The alfalfa seed you shipped to me was all that could be desired for its fertility and purity. We had two fine cuttings this summer and could have cut it a third time but pastured it instead."

Wm. C. Cullen, Jr.,  
Mendham, N. J.

"20 acres alfalfa, 5 tons per acre. Three cuttings."

John E. Lux,  
Lebanon, Pa.

"I like your seeds very much. I am not satisfied with any but your seeds. I like to get the best that are to be had, and you fill the bill."

D. B. Diehl,  
Portage, Pa.

**INOCULATE**  
**This Seed**  
**IT PAYS!**  
See Page 10



## KANSAS ALFALFA SEED

(U. S. Government Verified Origin Seed)

MANY prefer this seed to other Alfalfa, especially in Southeastern Pennsylvania counties, and in the States to the South. Some say that Alfalfa from Kansas is hardier than other varieties, because of the freezing and thawing conditions under which Alfalfa plants must live there and produce seed.

No good can come from ever-so-well-prepared seed-beds, inoculated soils, etc., when poor Alfalfa, or seed of doubtful origin, is sown. The poorest economy is to save a dollar or two on the cost price of Alfalfa Seed, when real, first-class, dependable seed costs just a few extra cents per acre! There is a price-saving possible, in Kansas seed. It is now being used by quite a large number of Eastern Alfalfa men—and successfully, too. See Price List.

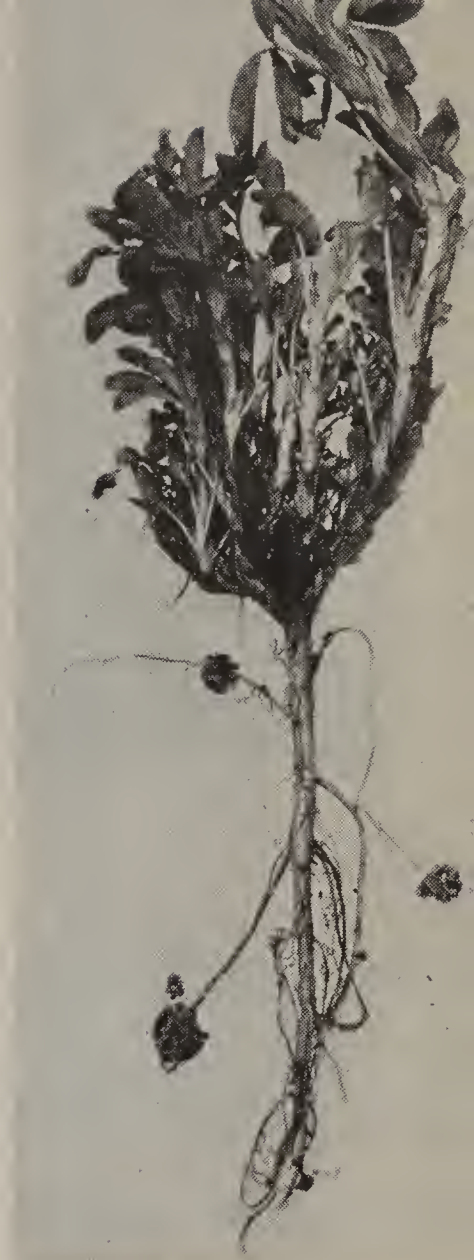
“The Alfalfa I bought of you gave perfect satisfaction. I have had some trouble with other seedsmen, but your seeds have always given perfect satisfaction.”

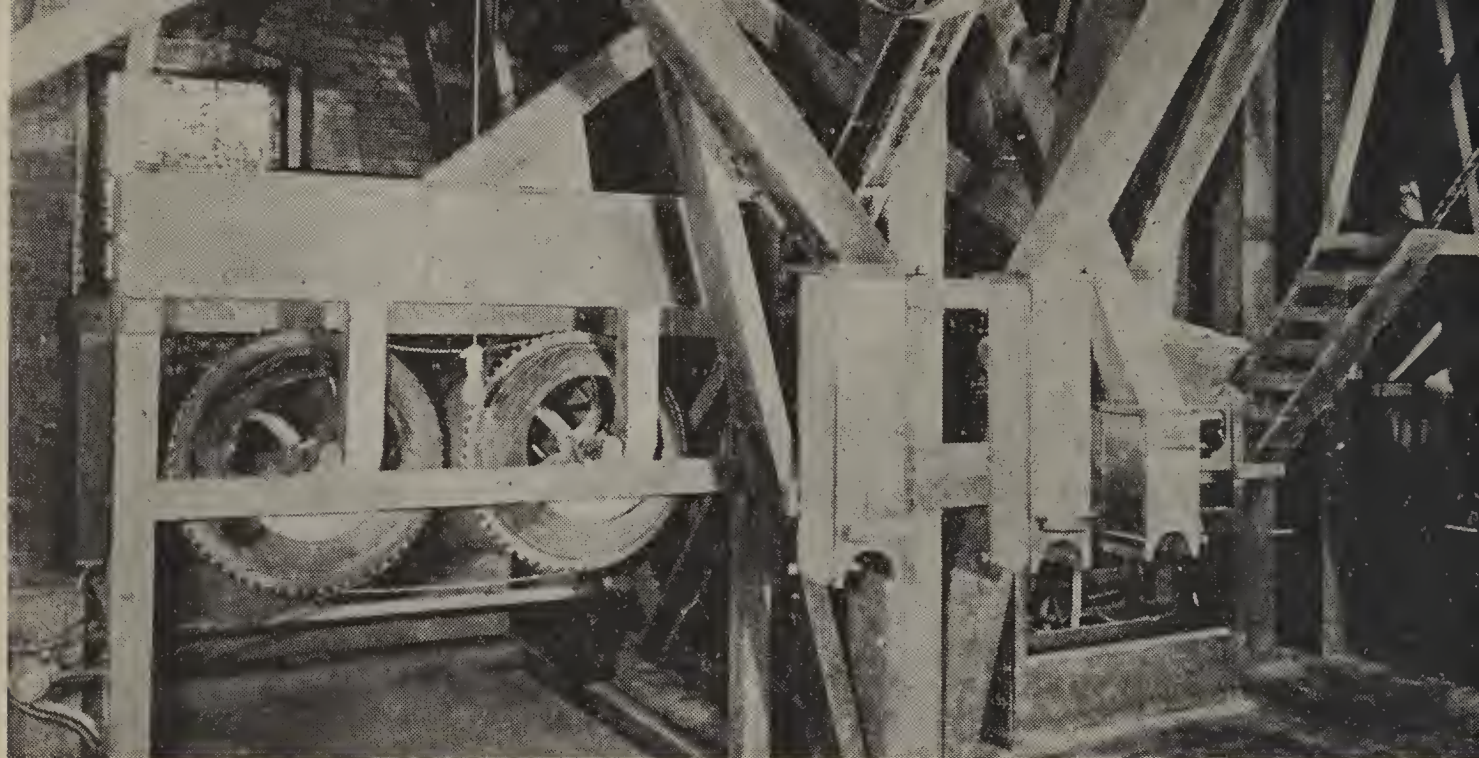
Elijah Hoyer,  
Sang Run, Md.

Harry Zeiger, Maytown, Pa., says repeatedly since he started sowing Hoffman's Clovers and Alfalfa six years ago he has abundance of good hay and plenty of pasture. He is surely well pleased.

The large picture below shows the excellent result from "Hoffman's Northwest Alfalfa" Seed on the farms of the Cornwall Estate, Lebanon County, Pa

Above, young Alfalfa plant carries the precious nitrogen-bearing nodules. . . . See page 10.





*Above you see just one little section of one of the Hoffman cleaning outfits. Each of the many machines designed to do its part toward the whole finished job of Hoffman's Clean Seeds.*

## **GOOD POTATO CULTIVATION**

GET at your potatoes early. Use the weeder before the crop is up and continue after it has broken through the ground. Some farmers use the spike-toothed harrow to good advantage. The weeder can be used to better advantage particularly after the potatoes are several inches high.

Experimental results show any practice which keeps the weeds under control is beneficial. Cultivation for other purposes than weed control is not essential. Level cultivation is more important than throwing up ridges. Level cultivation is more effective in controlling moisture. Ridging encourages washing and erosion in heavy storms.

“On the Lancaster County Sure Crop Corn I raised 925 bushels (on cob) on 8 acres, the best corn ever seen in this section.”  
W. L. Chase, Cocksackie, N. Y.



On the left is shown Ira N. Hess. Started with the company twenty-one years ago. Now in charge of local production and purchasing of wheat and corn amongst Hoffman growers. Also supervising their warehousing and cleaning. His earlier days were spent on local farms, thus gaining for him experiences of untold value for the work he now carries out daily. He'll be glad to welcome you any time you could come and will try to make your visit enjoyable.

# *Hoffman's* **SEED OATS**

IT CERTAINLY pays to sow the best seed oats you can get. Same amount of work—same preparation of soil—but *Good Seed* . . . and there you have the difference between ordinary oat crops and extra good ones! It's been proven time and again.

Geo. Wingert, Fayetteville, Pa., reported: "Your oats made 70 bushels per acre and our own 50 bushels—side by side in the same field."

Roy Kaylor, Elizabethtown, Pa., threshed 79 bushels per acre from his Hoffman "Shadeland Victory" oats, while his other field sown to his own oats averaged 59 bushels per acre . . . a clear-cut gain of 20 bushels fine oats to the acre.

And H. R. Craig, Greenville, Ohio, said his Hoffman "Shadeland Climax" outgrew other oats of his section by 25 bushels per acre.

Many, many more examples could be quoted—but the one answer simply is . . . sow Hoffman's extra-clean, heavy-yielding strains of seed oats this year. It's going to pay you well to do it!

**Treat Your Seed Oats with CERESAN . . . Costs Very Little (see page 55) . . . Increases the Crop!**



**Hoffman's**

**"Shadeland  
VICTORY"**

**Seed Oats**

**(Certified)**

A LEADING variety. Fine bright heavy seed—and for many years has proven its ability as an extra-heavy yielder. A great many splendid reports have come in from users about the extra-good yields "Shadeland Victory" has made for them. It is truly a leader in yield, weight of grain, style of berry, and feeding value.

"Shadeland Victory" is an oats of extra merit. Among the first varieties to be ready for the binder. Makes stalks of good length. One special trait of this oats is its ability to stand up well—the straw is stiff. And our patrons want this in any oats they farm. "Shadeland Victory" is one of the heaviest yielding oats grown. Splendid records have been made right along. Between 90 and 95 bushels per acre in many cases.

"Shadeland Victory" grains are beautiful—heavy, large, plump, and white. When the hull is removed, you will find the kernel inside to be extra large and heavy. This makes for an oats of greatest feeding value.

Any investment you make in "Shadeland Victory"—and we urge you strongly to sow it—will surely return you a fine profit.

●  
"101 Bushels of your Shadeland Oats per acre."

A. L. Shaffer, Brookville, Pa.



## **“SHADELAND ECLIPSE” OATS**

**(Certified)**

**“Side” or “Horse-Mane” Type**

THERE are always more people wanting this variety than our stocks can supply. This year's stock is a little bigger than sometimes, but please don't wait to order “Shadeland Eclipse.” We don't like to disappoint anybody by being sold out.

If you like to grow a side-type oats you certainly can't help but like this one.

“Shadeland Eclipse” has been living up to its name, by eclipsing its competitors. Out in its home country, Oregon, it has made the amazing record in 1261½ bushels-per-acre yield, on a 14-acre field. Certainly such yields could not be again expected of any oats. But 90 to 95-bushel yields have been made and the 100-bushel mark passed some other times.

This year's seed is extra heavy, white, plump. Is free from any great admixture of other varieties, and is clean of foul weeds. “Shadeland Eclipse” grows vigorously — is early. Heads grow large, very large, and fill uniformly. Heavy grain with thin hull. Straw grows to good length, and stands up well.



## **“PATTERSON” OATS (Certified)**

MANY times we have wanted to offer you this fine variety. But the very limited supply prevented it. This year there is some of it here for early orders, but really just a small supply.

Patterson is a variety developed at Penn State. Has been tried very successfully throughout the State. Many farmers now grow Patterson to the exclusion of all other oats. The many experimental plantings show Patterson a leader in heavy yield. One 14-year test it stood first—its average yield being 63.9 bushels per acre. The straw grows tall. Has good stiff qualities. The grain is light yellow in color—not extra heavy—but very thin hull, almost all of the grain being inside kernel. Ripens in mid-season. The man selecting Patterson from among these Hoffman varieties will surely be making no mistake. It is a proven oats, and dependable for use throughout this area. See Price List.



## **“SHADELAND CLIMAX”**

**(Certified)**

THIS great oats has made a lot of friends among Hoffman patrons. Sown by them for past 20 years. Some customer reports read:

“Your ‘Shadeland Climax’ Oats were the best oats grown in this section and recognized as such by everyone.” “‘Climax’ Oats are certainly a good kind of oats.” “I raised my best-ever crop of oats from ‘Shadeland Climax.’” That’s why year after year orders for “Shadeland Climax” are repeated. It is one of the heaviest yielding tree oats. Even on big acreages it has shown yields of 93 bushels per acre and on smaller acreages it has yielded more than 100 bushels per acre. Year by year it makes new friends. “Shadeland Climax” is a sprangle or tree oats, large in the berry, often showing three grains to a spikelet. The hull is thin and the hulled berry is one of the largest and finest you ever saw. Ripens early—very early—ahead of the other oats produced where it is grown. Has a stiff straw that does stand up very well. Order early!

•

“900 Bu. Victory Oats from the seed bought of you, and this was a very poor year and several large pieces drowned out, and one we cut for green feed. We are very much pleased with the results.” Mrs. Dorothy Allison, Waddington, N. Y.

## **“SILVER MINE” SEED OATS**

AN OLD standby. Early, hardy and prolific. Mix with Canada Peas for early crop of green feed. If you feed oats in the sheaf (straw included) you will like “Silver Mine” because of its soft hull, large grains and clean straw. Heads are of the tree or “Sprangle” type, growing long and starting low down on the stalk.

## **“PEERLESS” SEED OATS**

HERE is an Oats for those who want something at a figure only a little above cost of feed oats. Very pleasing reports have come from users.

“Peerless” is a branching or tree oats—not the very earliest, but considered as an early sort. Ripens in mid-season. Our stocks are well cleaned and sound—free of weeds—strong in germination.

## **"SWEDISH SELECT" SEED OATS**

HERE is a dependable oats. More bushels of it have been sown by Hoffman customers than of any other variety. Costs but a moderate sum. Is early, grows a stiff straw that prevents lodging. Is a branching or tree-type variety. A 10-year average yield at Wisconsin Experiment Station showed it  $8\frac{1}{2}$  bushels per acre greater than other oats tried.

"Swedish Select" grows a good root system, and this fact helps it over many a trying weather period, that has often been fatal to other oats. Swedish Select is grown with success in almost every section. Farmers who want a branching variety of a good, proven, reliable kind, won't go wrong in picking Swedish Select—regardless of their acreage. The quality of this seed is very nice this year. Bright, heavy, plump, and sound. Well cleaned and free from weeds. Judging by its many years of continued success, it is bound to give a good account of itself for you. See Price List.



"30 acres averaged 70 bu. per acre of your Swedish Select Oats."

Simon Behm,  
Lebanon County, Pa.

"In regard to seed oats I bought off you in 1936 I had one of the best yields in our community. 13 acres yielded 585 measured bushels or 45 bu. per acre. This was a big yield as we had a very dry season. Many of my neighbors cut their oats with a mowing machine."

Albert R. Herron,  
Washington, Pa.



# *Hoffman's*

## **CANADA PEAS**

IN NORTHERN areas or on higher lands in Southern territories where the soil is good and there is plenty of moisture, Canada Peas make a splendid soiling crop. Not especially popular for hay, but splendid for early green feed. As a soil builder they have a very definite place in Northern sections where the soil conditions are favorable.

JUST as soon as the frost is out of the ground, you can plant Canada Peas. They grow quickly. Popular way is to plant Canada Peas with an early oats—plant both just as early as possible—11¼ bushels of Canada Peas with the same quantity of oats per acre. Both may be mixed and sowed together. Most folks sow each separately. The Peas should be drilled first 3 to 3½ inches deep. Then the oats 1½ to 2 inches deep. Deeper planting protects the Peas if very dry Spring weather is met with. If Peas are planted alone 2½ bushels are required.

While Canada Peas are not well adapted for pasture, some farmers use them in their hog runs. A bushel of Canada Peas, a bushel of oats, 3 or 4 pounds of rape seed and 7 to 10 pounds of sweet clover or alfalfa will cover an acre. Sow early in the Spring and the pigs can start on it when the plants are 9 or 10 inches high.

The growth of Peas planted alone is upright for a time, after which it falls and completes its growth in a prostrate position. Planting with oats supports the vines, makes the crop more palatable, more accessible.

Canada Peas make an abundant pasture for hogs, sheep and cattle. Yet trampling of stock destroys much of the crop. Some folks let the growth become tall, then mow and feed it green or make into hay. Cutting should take place when oats is comparatively green and the peas have begun to form pods. After this cutting a new growth will appear.

The Canada Pea part of the hay is rich in protein. There is no other method of producing so quickly a growth of such valuable feed in the forepart of the Summer as Canada Peas and Oats.

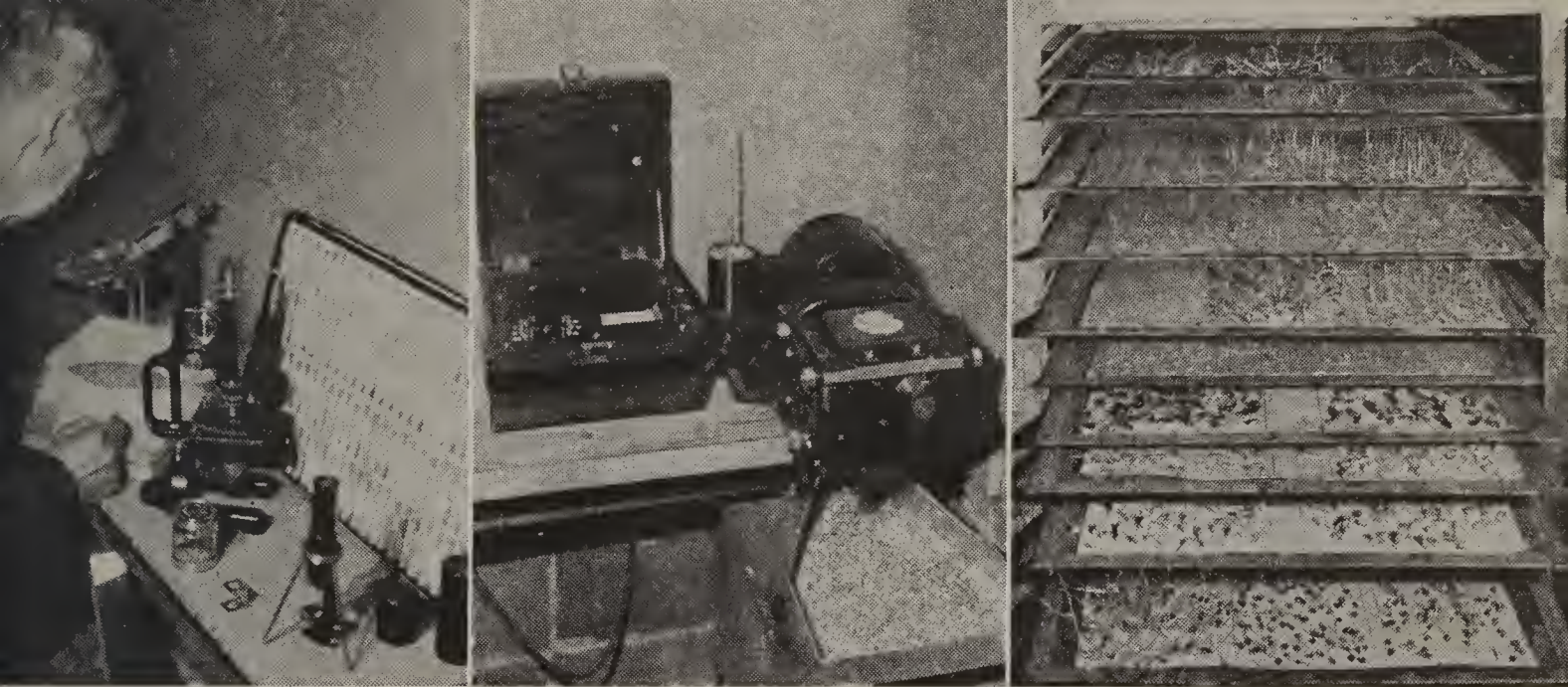
“Enclosed find a picture of my oats. This was 3 acres of your Victory Oats and yielded 176 Bu. or 58⅔ Bu. to the acre. I was always well satisfied with your seeds.”

M. S. Kistler, New Tripoli, Pa.

“For twenty years I have been sowing your seeds, and I am very well pleased with them. I find them just as you say they are.”

H. E. Winter, Cogan Station, Pa.

**INOCULATE  
This Seed  
IT PAYS!  
See Page 10**



## THE FACTS MUST BE KNOWN!

ABOVE are shown three mighty valuable pieces of Hoffman equipment. First, the microscope and magnifiers see for Hoffman patrons what the human eye cannot detect. The sensitive moisture tester in the center quickly tells when Hoffman's seed corn is properly dried, and its germ-preserving quality thus insured. Last, the electric germinator. Here the story is told as to just how the seed grows.

## SOY BEANS FOR SILAGE

SOY BEANS are frequently planted with silo corn. Most experiments, however, show that it is more practical and more economical to grow the two in separate fields and mix them in the silo on the basis of three or four loads of corn to one of beans. The increase in the protein would be very helpful for your stock and would reduce the necessity of feeding quite as much high-protein feed.

Reared on his father's farm in Northern Pennsylvania, L. L. Hug wanted to be a county agent. He prepared for his life's work by completing the course at Penn State and graduated in 1924. Instead of being a county agent, however, he decided to go into business. Mr. Hug is prominent in our sales organization and is also interested in experimental and development work. He'll be glad to be of assistance to you at any time. Yes, he will tell you in "Dutch" if you let him.



# Hoffman's

## SOY BEANS

A MOST important soiling crop. A splendid emergency crop that can be relied on to supply high-protein feed, when the hay crop is short. You can always depend upon Soy Beans to fill in those unexpected gaps when drought or unseasonable weather reduces the hay yield.

Take special care of the seed bed for Soy Beans. Be sure to drill the seed shallow. Many failures have resulted from too deep-drilled seed.

Soy Bean seed should be inoculated. Because it is a legume, it gathers nitrogen from the air and stores it in the soil to enrich the following crops. If not inoculated the crop will take more value out of the soil than it puts into it.

Soy Beans do well in fertile soils that are well-drained and where the seed bed has been carefully prepared. If the soil is sour, it should be limed to obtain a good crop. The crop is a fast grower, hardy and strong, and is quite free from disease. Do not plant soy beans until after corn-planting time. The ground must be fairly warm for good germination.

While some farmers plant soy beans with corn, it is usually found best to plant the two crops in separate fields and then mix as put into the silo. Another popular use for soy beans is to plow down the entire crop, using it entirely as a soil builder.

●  
"I have never grown any soys but 'Manchu' and like them, as they yield well in green feed for me. Found plenty stalks last year head high and noticed one stalk that measured 7½ ft."

K. G. Shelly,  
Forksville, Pa.

"The Wilson Black Soy Beans have always done well for us. We only grow them for hay and soiling crop."

Arthur Danks,  
Allamuchy, N. J.



## SOME FACTS ABOUT SOY BEANS

SOY BEANS cut green and packed with corn for silage—1 part Soys to 4 parts Corn—will make a perfect ration of more value than corn silage alone.

Ground Soy Beans are greedily eaten by all stock—easily digested—have a tonic effect.

Corn and Soys grown together can be hogged down with convenience and profit.

Planted in corn, Soys will aid the corn rather than curtail it. Nitrogen gathered by the Soys becomes available to the corn.

Soys can be grown on land too poor and acid to produce Clover.



### “WILSON BLACK” SOY BEANS

THE favorite Soy Bean among Eastern farmers—better liked each year as a general-purpose variety. It is one of the best for hay and bean production and for the silo. On account of its wonderful growth and slender stems and branches, the “Wilson Black” variety makes the finest hay. On poor ground “Wilson Blacks” will grow four feet tall, and on fertile ground they will get as tall as six feet. We think Wilsons will make a little more hay, and hay of a little better quality than other varieties. This variety is early enough to mature beans in Southern parts of Pennsylvania, Ohio, New Jersey and States to the South. The Wilsons will do well on poor soils. We would give it good soil to produce forage—poor soil to produce beans. The Wilson is medium size, jet-black bean. Will easily yield 20 bushels of beans per acre—yields above 30 bushels per acre have been secured. Beginners not sure as to the variety they should start will do well to choose on the “Wilson Blacks.” It is a great variety for hay, forage, soiling, and green manuring. See Price List.

**INOCULATE**  
**This Seed**  
**IT PAYS!**  
**See Page 10**



## **"MANCHU" SOY BEANS**

A FAVORITE in many parts of Pennsylvania and nearby States because it grows tall, erect and bushy. Is a great producer of Beans, good for forage. Excellent for hogging down. Beans are yellow, medium sized, with a small mark where fastened to the pod. "Manchu" does not lose beans easily by shelling out. Beans mature in about 110 days.

## **"VIRGINIA"**

FOR Maryland, Virginia, Delaware, Southern Pennsylvania, New Jersey and Ohio. A most productive forage Bean. Makes good Hay. Beans are round, flat and oblong. If you plant "Virginia" Soy Beans once you will want them again.

## **"ILLINI"**

EARLIEST Yellow Soy Bean. Produces fine hay and a heavy crop of beans. Two weeks earlier than "Manchu."

## **MIXED SOY BEANS**

THESE Beans serve well for a cover crop to turn under—also save you a little in their cost. They are of good quality—sound germination.

•

"We had the best Soy Bean hay last year grown from 'Wilson Black' seed that we purchased from you, we have ever had in 6 or more years we have been growing soys for hay. We had approximately 10 tons returns from 4 bu. sown."

Paul W. Lewis,  
Washington, Pa.

"The Wilson Black made heavy forage on good soil. Harvested with grain binder, could not handle full swath as elevators and binder overloaded. Used mostly as 25 per cent of nurture with nearly ripe corn to fill silo."

Roy O. and Guy H. Ellithorp,  
Kane, Pa.

**INOCULATE**  
**This Seed**  
**IT PAYS!**  
**See Page 10**

# **Hoffman's**

## **COW PEAS**

FINE for the South. Grown but little in Pennsylvania. Often succeed on ground too poor for soy beans and other soil-ing or cover crops. Cow Pea hay has about the same value as soy bean hay.

*Please don't confuse Cow Peas with Canada Peas listed on page 28. They are entirely different. Cow Peas dare not be planted early. Canada Peas are planted very early!*

Handle Cow Peas about like soy beans. Inoculate the seed of both. Both are fine soil-enriching legumes when properly inoculated. Cow Peas don't stand up so well. Therefore harder to harvest. But for pasturing, hogging down, or turning under, this trait doesn't matter. Plant 1½ inches deep. Inoculate the seed.

### **"New Era"**

THIS popular variety matures early, has more erect habits than other sorts. Mows easily. Vines are fine, with many branches. Makes good hay.

### **"Whippoor-will"**

A GOOD, general-purpose variety. Is a vigorous grower. Early, fairly erect. Yields well both of hay and grain.

### **GOLDEN MILLET AND COW PEAS—MIXED**

A GREAT combination for either hay or green feed. Better than either seed sown by itself. Sow 3 pecks Golden Millet with 1 bushel Cow Peas per acre. Cut when Millet is in bloom regardless of maturity of Cow Peas at the time.



## GRAIN FOR POULTRY

POULTRYMEN, you should not neglect the splendid opportunities for raising all your necessary scratch grains. Too many poultrymen buy scratch grains.

It is much more economical to raise your own. Why pay freight, bags, extra overhead, and a high mixing charge when buying scratch? Grow your own. They are easy to mix.

Remember, if you start with good, clean, sound seeds of high germination you can raise them even more economically.

## PASTURE MANAGEMENT

THERE is no more important problem to a dairyman than proper management of his pasture. Good pastures are the keystone of the dairy business.

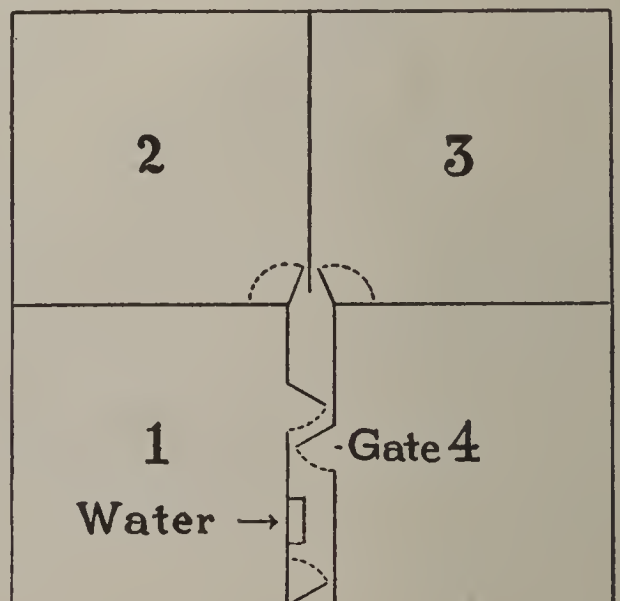
Below is a diagram showing an effective plan, used by many successful dairymen. To operate it, have the four plots located close to the barn as possible. One lane can serve all plots. The gate to any one plot will allow access to water, and the cows can be driven to and from the pasture with minimum work.

Two factors are important in making and keeping good pastures. Proper fertilization, and the right quality seed mixture. It is impossible to here suggest the right answers for all sections, because individual soil needs and conditions are so different. Consult your county agent for the right advice on both these points—the right fertilizer, and the proper seed combinations for you.

Alternate your use of the plots. If they get ahead of the cows, it is best to mow the grass. During extra-dry spells, the cattle may have to leave all the plots for a time. Mowing each plot two or three times a year will aid in weed elimination and help improve the stand of grass. Dragging with a harrow to spread the droppings will prevent the pollution or spotting of the pastures to a large extent.

Hoffman's grass seeds have made thousands of successful pastures. You can depend on them. Good seed is of utmost importance—never take chances on cheap seed. Sow Hoffman's Seeds and follow your county agent's advice.

“The Hay and Pasture Mixture bought from you has far exceeded my expectation. Give a good supply of pasture during Summer and Fall, and in good condition to stand the Winter.”  
Walter V. Sanders, Newtown, Pa.





A GOOD pasture will make money for you. . . . And one step toward getting a good pasture, is to sow good seed. . . . Such is here offered you. Tested seed of many varieties—grasses that are known to best serve Eastern farmers. For quotations see Price List, mailed with this catalog.

•

## ***Hoffman's*** **Permanent Hay and Pasture Mixture**

HERE'S how you can make money on your idle land—land that you cannot farm, because it is too rocky, too steep, too small or too wet. Put that land to work for you. Do as thousands of other successful farmers have done. Sow this mixture of selected Pasture Grasses that will produce Hay or Pasture, for many years to come, on your land that is not suited for general farming.

Get either of these two mixtures. The Highland Mixture for well-drained, hilly land, and the Lowland Mixture, for low, wet land, meadows, etc. This mixture is made up of carefully selected grasses, blended in their proper proportions. This mixture contains the Blue Grasses, Herds Grass or Red Top, Rye Grasses and Fescues, other permanent grasses, some Timothy and a proper proportion of the Clovers—thus making up a well-balanced mixture produced under the direction of the highest authorities and verified by our own practical experience. Plant either Spring or Fall. Sow about one bushel—32 pounds to the acre.

•

“The clover I bought from you this Spring sure does look good now. I just wish I had a picture of the nice clover field that I had from your seed last year, to send to you.”

Leo P. Dietrich,  
St. Lawrence, Pa.

## **Kentucky Blue Grass**

THIS is America's best-known cultivated pasture grass. It will grow in most locations in the Eastern and Northern States, but prefers a sweet soil, and for best production should have an application of phosphate before sowing. It is a slow grower.

One of the hardiest perennial grasses. It spreads by means of its running rootlets and it does especially well in limestone soils. It is a low growing grass compared to some others. It rarely exceeds two feet. Sow other varieties with Kentucky Blue if you want a pasture plot quickly. Sow about 40 pounds per acre. 14 lbs. to the bushel.

## **Red Top**

THE grass that grows under almost all conditions—will grow on wet land. Thrives on sour soils. Resists drought. Is a fast and vigorous grower. Sow in Spring or Fall. Plant Red Top and it will soon spread and supplant other grasses. In certain sections of New England, Red Top is the principal Hay plant sown. Good for pasture mixtures, being a fast, sure, steady grower. Sow 10 to 12 pounds per acre. 32 lbs. is sold as a bushel.

## **Canada Blue Grass**

SIMILAR to Kentucky Blue. A shorter, more wiry, coarser and faster growing grass. Will grow where Kentucky will not. Sow this on your mountainous country and rocky soil. Makes somewhat less feed per acre. 14 lbs. per bushel.

## **English Rye Grass**

SOMETIMES called Perennial Rye. For good, quick, rich grazing. Can be cropped close. Grows on any soil—not too wet. Relished by all livestock. Sow Spring or Fall—40 to 50 pounds per acre. 24 lbs. per bushel.

## **Reed Canary Grass**

REED CANARY GRASS. Its long life, long grazing season and the large quantity of palatable foliage, make it a valuable pasture grass. Does best where climate is moist and cool, although is grown over a wide area. Makes its best growth on fertile, moist or swampy soils. Grows well on loams and clays of good fertility.

Reed Canary Grass is a coarse perennial, 2 to 6 feet tall. Leafy stems. Leaves broad, smooth and light green. Sow early in Spring, 6 to 10 pounds seed per acre. Big yields of hay often result. Where limited pasturing is practiced, 2 cuttings a year are sometimes possible.

**Native Rye Grass** IS SURE and speedy grower. Plant every Spring. Will not live over winter. Heavy growth. 24 pounds per bushel.

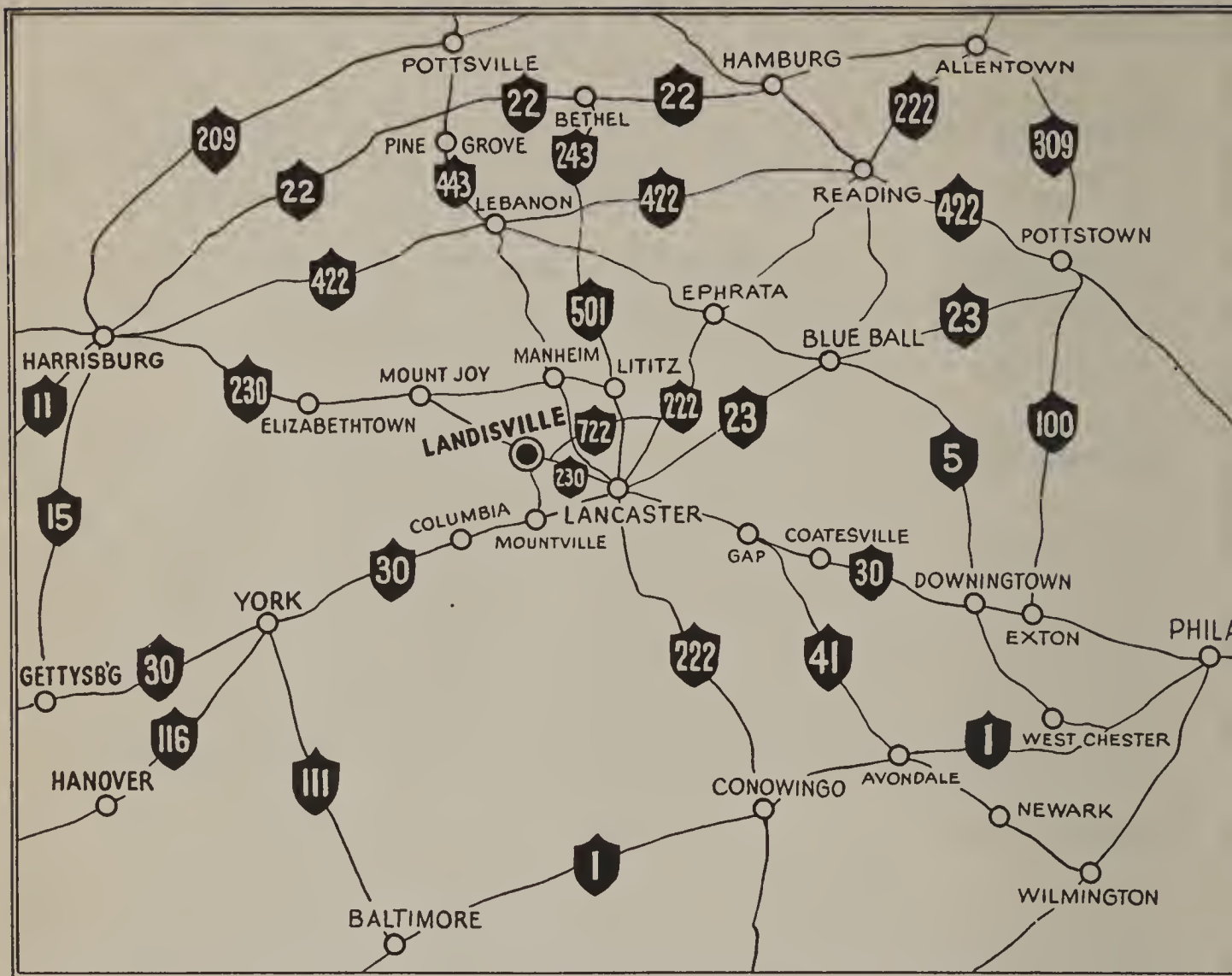
**Bromus Inermis** A HARDY perennial. Best on rich soils. Sow any time. Roots deeply. Stands drought and cold. A coarse pasture grass. Sow 2 to 3 bushels per acre. 14 pounds per bushel.

**Tall Meadow Oat Grass** A WONDERFUL grass for poor soils. Grows tall, rank and fast. Lasts for years. A hardy deep-rooted grass that stands drought and cold. Sow 2 to 3 bushels per acre. 14 pounds per bushel.

**Orchard Grass** THIS is a hardy, tall, leafy, nourishing grass. Because it is not as palatable as some of the other grasses, it is of more importance in the pasture than being grown as hay. It grows well anywhere . . . on any soil . . . in any location. Stands drought well. It is one of the earliest Spring grasses that lasts well into the Fall. It stands close cropping and grows in tufts or bunches. Will last for years. Many farmers find it better to grow Orchard Grass alone than in mixtures. Sow 30 pounds per acre. 14 pounds per bushel.

**Meadow Fescue** OFTEN called English Blue. It is not like the Kentucky Blue, however. Grows anywhere but does better on low, damp locations. Comes early—lasts through the season. Stands dry or freezing weather. A hardy grass. Grows 2 to 3 feet high. Fine for Meadows. Sow 40 pounds per acre. 24 pounds per bushel.





## DRIVE TO LANDISVILLE FOR YOUR SEEDS

THE sketch shown above indicates the main traffic lines you may follow.

Hoffman's warehouses are conveniently located on route 230, the main highway from Harrisburg to Philadelphia.

May we add this suggestion. . . . Please come early for your seeds. Don't wait until the day you want to sow them. We'll be right in the rush of the busy season then, working day and night, with not very much time to visit or to show you around. But we would like to have you enjoy your stay here—so won't you please come early? It will be better all around.

And please note this, too . . . when you come here to take your seeds along home, and bring your own bags along to contain the seeds—we give you credit for your bags, because the value of your bags is figured in our quoted prices. Again, if your purchase totals 100 pounds or more in weight, we'll allow you another credit equal to what the railroad freight charges would have been.

Come we'll be mighty glad to see you!



Inside the Hoffman Seed-Corn House. Showing the mammoth fan and automatic heat controls.



Crating the newly-husked corn as received direct from growers' fields.



Showing one of the sixteen seed-storage rooms through which pass many carloads of Hoffman Quality Seeds each year.



The picture below was taken December 12, 1936. It shows you the personnel of the Hoffman organization. You, our customers, might truthfully be called the parents of this family. Your patronage and support has made it possible. Each and every one of us sincerely thanks you for your kindness!



# Hoffman's

## SEED CORN



*Hand-selected ears of seed corn coming into our plant for drying.  
Direct from the grower's field at husking time.*

IT COSTS you money to plow, harrow, fertilize . . . and then to cultivate and grow a crop of corn. Compared to all that expense, what does the cost of Good Seed Corn amount to? Mighty little, indeed! Because a bushel goes so far.

An extra 5 or 10 bushels of corn, or even more, can be gotten just as easily as not—simply by planting the right seed corn and then taking the right care of growing the crop.

For your silo, and for your crib—here are many varieties of truly splendid seed corn! Some grown in Northern and Central Pennsylvania. Others here in Lancaster County. Still others further South.

See variety descriptions for details. But be sure of this: Hoffman's Seed Corn is sound, vigorous, tested, and is making fine records throughout Pennsylvania and nearby States. It will surely pay you to plant it this Spring!

●  
“I want to tell you about the Wilson Black Soy Beans I bought from you last Spring. I sowed  $1\frac{1}{2}$  bushels to the acre and had wonderful results. Some grew to the length of 6 ft. 6 in. I think they are the best beans one can plant.”

M. Dorman, Beard, W. Va.



Seed Corn, of good germination, is the product of this building — the Hoffman Seed Corn House here at Landisville. Come and look it over sometime.

## Hoffman's "LANCASTER COUNTY SURE CROP"

THIS great corn has won for itself more friends—has more users through Eastern United States—than any other corn! No other corn has brought in nearly so many fine reports from its users. There must be reasons for such great popularity. And there are! It is a money-making, truly sure-cropping corn. Produces good large ears of hard corn—lots of them—mighty few nubbins. Fills the crib, and fills the silo.

First offered by Hoffman's 25 years ago. . . . This seed of today was grown right here for you on these famous Lancaster County soils.

### "SURE CROP" FILLS THE SILO

MORE and more folks believe that it pays to put a considerable quantity of corn as well as stalks into the silo—and that preferably corn grains should be well glazed before cutting. Lancaster County "Sure Crop" is the ideal corn for this sort of a program and will fill your silo quickly and easily.

Some of the largest dairymen throughout Pennsylvania, New York, New Jersey, Ohio and adjoining States depend upon Hoffman's Lancaster County "Sure Crop" for their silos. They prefer it because it provides ensilage of rich feed value.

Lancaster County "Sure Crop" Corn grows tall, handsome, leafy stalks. It develops early and is very hardy. It will withstand drought. It will develop corn well into the North.

•

"I planted  $\frac{7}{8}$  of acre of your Lancaster County Sure Crop Corn and I husked 127 bus. of good corn for the crib and I did not use any fertilizer. The stalks were anywhere from 12-16 ft. high."

Bert Moody,  
Driftwood, Pa.



**Hoffman's**  
**Lancaster**  
**County**  
**"Sure Crop"**

**"SURE CROP" FILLS THE CRIB**

WE DON'T know of a better general-purpose corn both for husking and silage use than Lancaster County "Sure Crop." Looks different from other varieties and is different. It does not conform so much to show standards. But it is a real money-maker.

As Good as Its Name—Always a Sure Crop.

Ears run 12-14-16 rows. Cob is thin. Grains are rather square. No lost space between rows. You get a bushel of corn out of 66 to 68 pounds of ears. Rich yellow color. Tests show that this corn is richer in protein. It matures early. Lancaster County "Sure Crop" will grow almost anywhere. Of course, it responds to deep rich soil, but you will never be disappointed. You will always get a sure crop on ordinary soils. . . . Just average land where other crops would fail. Furthermore, it husks easily. You truly get a golden harvest of rich corn in this very popular variety—which undoubtedly when called "Sure Crop" was given the right name!

•

"My favorite is Lancaster County Sure Crop. Because it grows good and can be planted late."

David L. Edmonston, Newburgh, N. Y.

"I planted six different kinds of corn, but yours beat them all. Your Lancaster County Sure Crop yield doubled the amount of other varieties."

R. H. Whiteoak, Chesapeake City, Md.

"Please find enclosed picture taken from our field of Lancaster Sure Crop. We measured it—13 feet. The very best I have ever seen around here."

H. G. Roberts, Manchester Depot, Vt.



## "IMPROVED LEAMING"

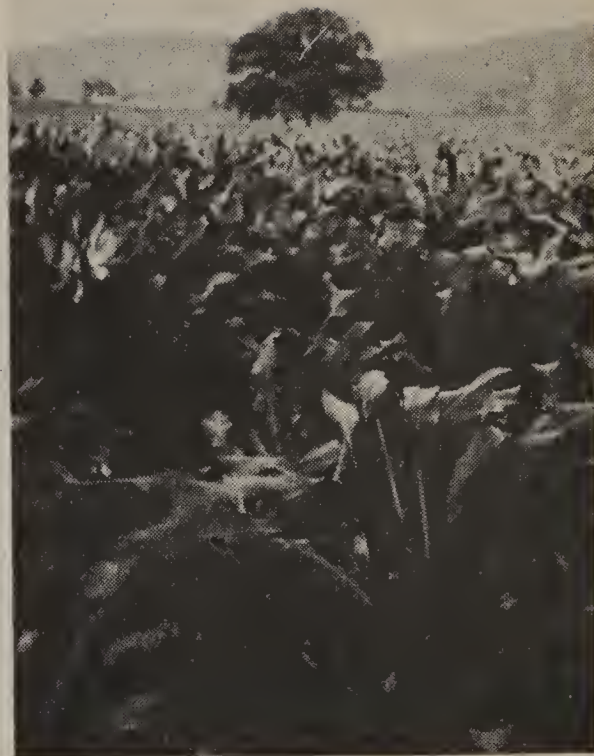
ADAPTED for almost any soil. Rich, yellow, wedge-shaped grain of good depth. Red cob, medium size, tapering ears—14 to 18 rows. "Improved Leaming" is a reliable corn for rough and ready culture. Fodder has numerous wide leaves. The stalks are thick but not as tall as some varieties. The ear is well filled at both ends and between the rows. On poorer soils "Improved Leaming" often gives surprising results. It will, however, respond to better conditions and will give fine yields of corn on well-drained, fertile land.

●  
"We planted your Red Cob White Ensilage last Summer. It averaged 14 feet. Ears were large and solid. We plant this corn every year and are always entirely satisfied with all results."

Sisters of Christian Doctrine,  
Nyack, N. Y.

"I got a very good yield of corn from your Lancaster County Sure Crop and was well pleased with the seed purchased from you this Spring."

Wm. G. Stevens, Jr., Sykesville, Md.



*Note the fine leafy growth of this Hoffman "Lancaster Sure Crop." . . . That feature makes many friends for this famous variety.*

## "EARLY BUTLER"

A FAVORITE in Central and Northern Pennsylvania. Our supply is limited. It was grown in the northern part of the State in high altitudes. Not a large ear. But truly an early yellow corn that you can rely on for use in the North. This is the true-type strain. If supply should be exhausted when your order arrives, may we substitute any other sort?

## —HOFFMAN'S HYBRID-CORN TESTS—

There are some promising corn-hybrids that are being developed in various parts of the country. It is possible that some of these may have value for growers in the East.

At great expense, Hoffman's started last year a permanent test of these hybrids, collecting them from various sections of the country and testing them under local conditions. This is the first effort that has been made to select from all of the hybrids now on the market the few that may be important for Eastern growers.

It will take time to secure results from these tests. Just as soon, however, as results are available, they will be placed at the disposal of Hoffman's customers. You may be sure, however, that none of these new hybrids will be offered in the Hoffman list until thoroughly tried and tested under local conditions. Hoffman's must be sure of results before any recommendation will be made to you!

# **Hoffman's**

## **"West Branch Sweepstakes"**

THE true strain. . . . Grown in Lycoming County, Northern Pennsylvania. This is a fine silage variety, has a great many users in upper Pennsylvania and States to the North.

THIS is a silage variety, widely used in several Northern States. Originated in Northern-Central Pennsylvania. Is not a corn that would take prizes at a beauty show—for its grains represent quite a mixture of color. Red to yellow, with many in-between shades of both running through it. In spite of any undesirable color or other traits present in this strain, it has one main feature that makes it so popular. . . . It is a good practical variety—that grows a dependable stand of fodder season after season. Great numbers of northern dairymen use it and always get a lot of feed. This variety markets a good crop of ear-corn, too.

Maybe as with people—it isn't always the best-looking fellow who makes the best farmer . . . other traits often have more value than good looks. That's the way many folks regard "West Branch Sweepstakes" Corn. Suggest early orders for any amount wanted. See Price List.

## **"Early Leaming"**

THIS is one of the earliest yellow corns. Small eared . . . grains of good size . . . small cobs, borne low on the stalk. The ears are rich yellow, of fine appearance. Hoffman's "Early Leaming" is particularly well adapted to higher locations.

"After reading about your 'Lancaster Sure Crop,' I gave it a trial. I surely had a fine crop. Raised lots more to acre than I ever did with white. All fine large ears, many of them measured 12 to 14 inches. I am more than pleased and expect to plant all Lancaster Sure Crop this year."

George C. Edwards, Tunnelton, W. Va.



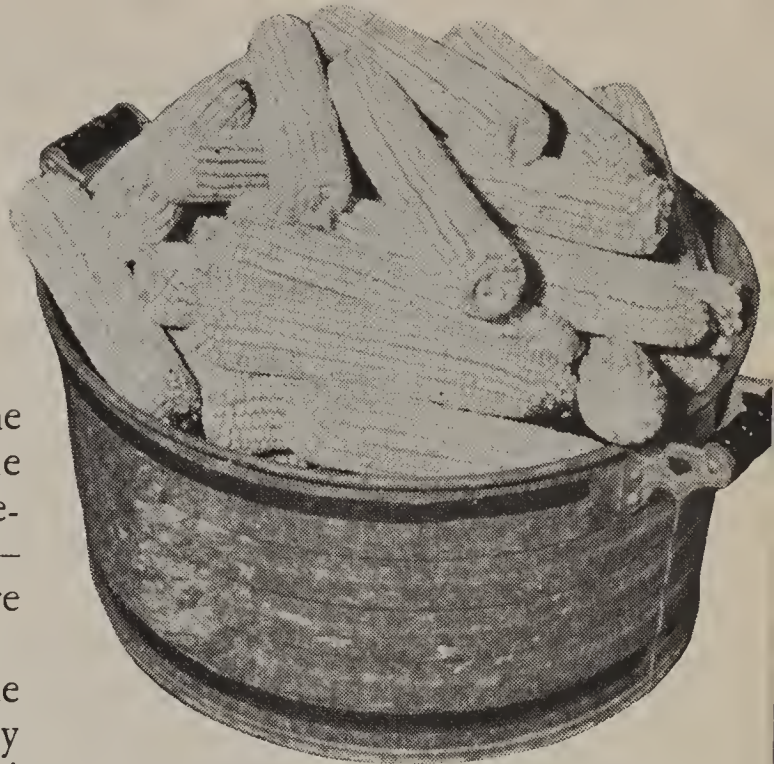
# Hoffman's

## "WHITE CAP YELLOW DENT"

AN EXTRA-GOOD husking corn—one of the most successful on this whole list. The famous Landis strain, developed here in Lancaster County—which has also produced this seed here offered you.

Ears are white, but when shelled the sides of the grains show a good healthy yellow. A big yielder. Lots of shelled corn. Compact ears. Cob not large. Rows closely set on cob. Fairly large grains . . . long and wide. *Does well on poor soils.* Good on rich soils, of course, but will do better than most corns on soils of average fertility.

Medium early corn. Matures nicely in Southern Pennsylvania, New Jersey and Ohio, except in higher altitudes. Good ears come from stalk after stalk—that's where its good yields come from. Famous prize-winning strain. Indeed one of our most valuable corns. Makes many new friends each year.



Above are shown some ears of Hoffman's "White Cap Yellow Dent."

## "EXTRA EARLY CLARAGE"

THIS is just what its name indicates. A nice type ear, rich golden color. This seed was produced in Central Pennsylvania. Brought here in the Fall—well-cured, properly dried seed corn. It is a very good cropper, considering that it isn't the large, thick ear common to so many of the heavy yielders. If you seek an early corn, and have been disappointed with others tried, we feel you can safely trust this "Extra Early Clarage." It will provide quite a satisfactory crop of good hard corn well to the North. See Price List.



"I am enclosing photo taken of me in the one field of Longs Champion Yellow which is sure some nice big corn."

J. S. Brown,  
Lockport, N. Y.

Seed Corn continued  
on following page

# Hoffman's

## SEED CORN

### "LONG'S CHAMPION YELLOW"

A FINE big smooth ear . . . rich yellow . . . deep grain . . . very productive corn. If you have good ground, and put on enough stuff to feed it well, you can do something with this corn! If you will fertilize—prepare the land well—see that there is a full even stand—and cultivate after you have the stand, you will grow a profitable crop. This corn has yielded 100 bushels shelled corn per acre.

"Long's Champion Yellow" is too late a variety for maturing good hard corn in the more Northern sections. But it grows fine here in Lancaster County season after season. . . .

*"Long's Champion" for the silo.* Widely used for silage, in the Northern and New England States especially. Rich in feeding value. Produces extra heavy tonnage. Preferred by many to the regular silage types. See Price List.

### "REID'S YELLOW DENT"

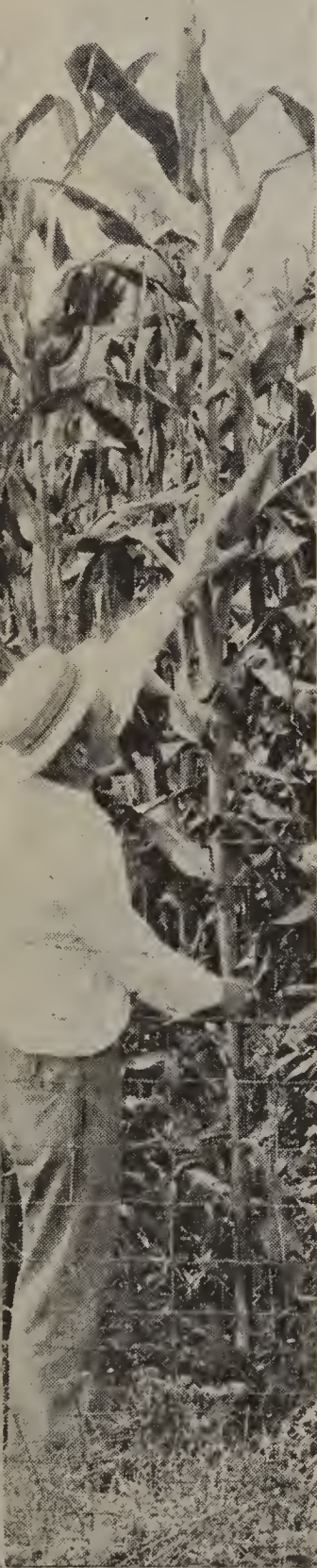
HERE is a variety well adapted to Southeastern Pennsylvania, New Jersey, Maryland, Delaware, Ohio, West Virginia, and Virginia, except on higher altitudes in those sections. It is a good, practical yellow corn, compact of ear and of medium size. It has a red cob that is very thin, and deep yellow grains. It is long and deep from the tip to the butt. Regular rows from end to end that are set very closely on the cob. If you are in a section that can grow this variety successfully, you will get more corn than from many other varieties.

### "EARLY 90-DAY YELLOW"

IF YOU want some early corn before the usual varieties are ready to husk, plant Hoffman's "Early 90-Day Yellow." A few acres of this variety have saved many a farmer from buying corn before his other new crop of corn was ready to husk.

In Northern States, where many of the standard varieties will not mature, this short season corn can be relied upon. It makes fodder of medium size and often grows 2 good ears per stalk. The ears are medium in size; the cob is thin and husks very easily. It has a rich, golden color. Play safe and plant a small acreage.

*Hoffman's Seed Corn continued on page 48*



# CROW REPELLENT

## KEEPS THE BIRDS FROM PULLING YOUR NEWLY PLANTED CORN

(Costs only 7 cents to 10 cents an acre)

AS THE result of careful study and practical tests, the ingredients of this Crow Repellent are correctly blended. They give the surest protection possible. Only the best quality-tested materials are used.

Has now been used successfully by experienced corn growers for over twenty years. It is more effective, more convenient to use, and more economical, measured by results, than any other material.

## REALLY PROTECTS YOUR CORN

AND during the period when it is most easily damaged. By ridding your crop of crows, pheasants, blackbirds, larks, and all other corn-pulling birds, and animal pests such as moles, gophers, woodchucks and squirrels.

Saves loss of seed and labor or replanting.

*Positively will not clog any planter.*

Protects seed from rotting in the ground.

Insures larger yield per acre.

Is non-poisonous and will not injure seed.

Will not kill birds or animals, but **WILL KEEP THEM AWAY** and thus prevent destruction by them.

## HOW TO USE

PLACE the clean, dry corn in a suitable container which will not absorb liquid, and pour the Crow Repellent over it, mixing thoroughly. After mixing, put corn in planter. It is unnecessary to dry the corn, therefore do not use tar, lime or plaster.

One Quart can—enough for four bushels of seed corn \$1.75

One Pint can—enough for two bushels. . . . . 1.00

One-half Pint can—enough for one bushel. . . . . .60

(Postage paid to your address)

## WHAT USERS SAY!

"I would not plant corn without using it and have told lots of people who have bought it and found it good."

I. Davis,  
Mahaffey, Pa.

"I have used your Crow Repellent for 20 years so it must have given satisfaction or I would not have used it so long."

W. C. Nash,  
Mt. Kisco, N. Y.



# Hoffman's

## "RED COB WHITE ENSILAGE"

THIS is a special ensilage Corn grown in Virginia. . . . A white corn grown on a red cob. Very popular throughout the East and North. A New York State user wrote: "One 7-acre field of your 'Red Cob White Ensilage' produced one-third more fodder than a 9-acre field of another variety."

This popular variety makes sweet, tender, juicy ensilage. Short joints, abundance of leaves, grows to a good height—leafy throughout, and yields an almost unbelievable tonnage of just the kind of feed you would expect.

"Red Cob White Ensilage" does well most anywhere. Won't mature ears in the far North. In average to long seasons, makes considerable good hard grain. This is well-cleaned, sound, tested seed. . . . See Price List.

## "EUREKA ENSILAGE"

THIS is a favorite silage corn in many sections. Virginia-grown seed. It is very leafy and grows to a great height. If your silo must provide feed for an extra long time, you will find that Eureka will keep you supplied in fine ensilage. Because Eureka gives high tonnage, it is a favorite on hundreds of dairy farms. Remember, you will be unable to mature ears in Northern sections, but for silage this is a grand variety that you can depend on year after year.

"We had a severe drouth through June, July and August. This corn matured two weeks earlier and turned out far more corn than any of five other fields planted with other corn. This corn has the right name 'Sure Crop.' I feel sure it's the corn for a hot dry climate."

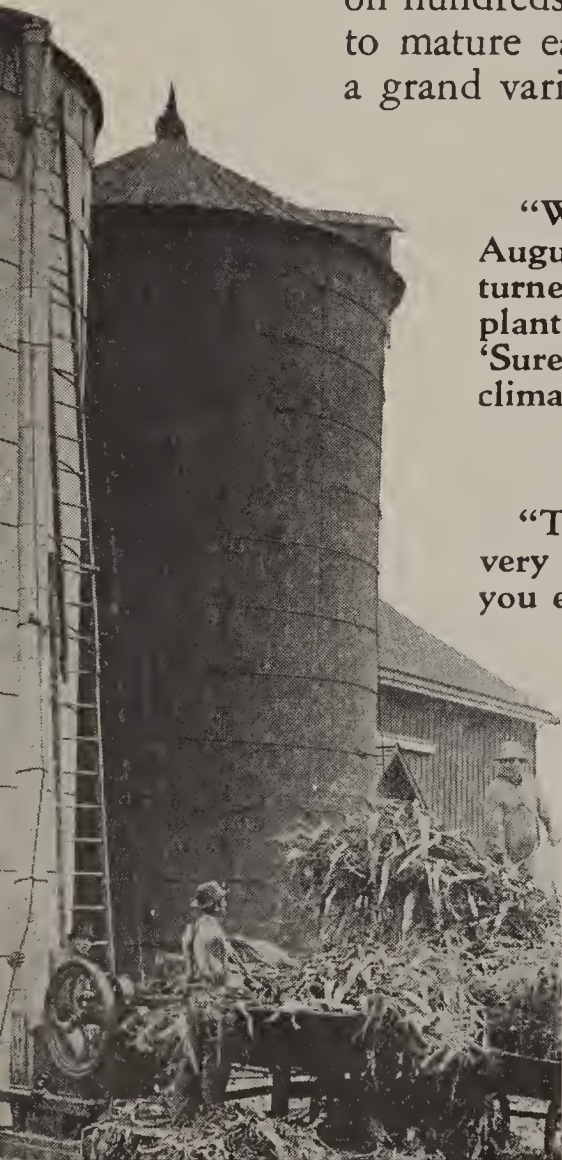
Al Wells,  
Neodesha, Kans.

"The seeds purchased from you in the past have been very satisfactory. I will have another big order from you early in the Spring."

Elmer Shaffer,  
Berwick, Pa.

"I have used your Economical Mixture for ten years. It always gives me a fine seeding. Sometimes a clean clover cutting first, and then two years of fine Timothy cuttings. I never get any mustard or foul weeds of any kind in it. Will recommend it highly and will not change my seed as long as I can get it."

C. R. Prutzman,  
Trucksville, Pa.





## **"GOLDEN QUEEN"**

*In spite of the 1936 dry season, S. E. Shoults, Fayette County, Ohio, grew this fine "Golden Queen" Corn from Hoffman Seed.*

HERE is a nice yellow corn that has become quite popular with growers in Southeastern Pennsylvania. It is rich in color and high in feed value. The ears are of good size and the rows nice and even. It makes good, tall, leafy fodder. The grain is of medium size. Matures in mid-season. It cannot be depended upon for grain in Northern sections.

"Golden Queen" has a fine appearance and has won many prizes in corn shows.

## **"JOHNSON COUNTY WHITE"**

A GOOD husking variety in Southern sections. A very late variety that also makes good silage . . . a heavy, leafy growth . . . and large tonnage per acre. Hoffman's "Johnson County White" will produce better on poorer soils than many varieties. Also responds to more favorable conditions.

## **"8-ROW YELLOW FLINT"**

IN HIGHER and colder sections or where seasons are too short to mature the standard varieties of corn, Flint Corn can be grown with profit. The ears of Hoffman's "8-Row Yellow Flint" are 9 to 11 inches long, often two to a stalk. Eight rows to an ear. In some places it can be planted as late as June and still mature a crop. Supply is limited. This year's supply was produced in East-Central Pennsylvania.



**ONE POUND TREATS EIGHT BUSHEL  
SEED CORN**

# SEMESAN JR.

**2½¢ treatment  
added 10% to  
corn yield**

IT PAYS to dust-treat seed corn with New Improved Semesan, Jr. It assures a

better yield. The reasons: It checks seed-rotting in the ground; improves the stand; and reduces losses from seed-borne root and stalk rots.

In 51 tests made over a wide area of the country, careful checks were made. Certain parts of the plantings had been treated with New Improved Semesan, Jr.—other parts had not. The results of these 51 tests showed an average of 3½ bushels gain per acre in favor of the treated seed acreages. One very noticeable gain was 6¼ bushels per acre. . . . How else could 3½ or more bushels of corn be gotten so easy? A trifling bit of work to apply the dust to the seed—and about 2½ cents spent on enough Semesan, Jr., to treat an acre of seed corn!

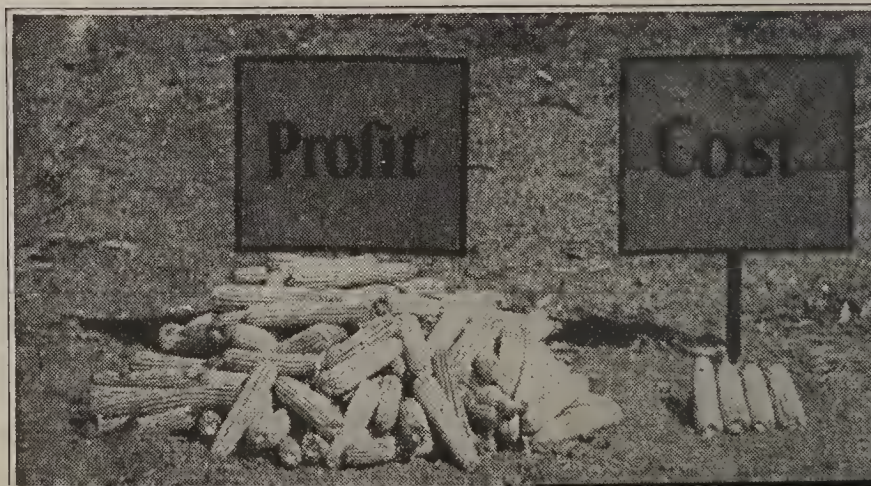
There's nothing mysterious about this whole idea increasing corn crops. It's simple as can be. This modern dust method usually produces a better stand of healthier plants. Why wouldn't that increase the yield? It's just exactly what you would expect.

Semesan, Jr., will not control corn smut, wire worms, and grubs. Neither will it prevent damage by animals or birds. It is not designed for such purposes. It does help protect the seed from decaying, and the seedlings from blights and root rots caused by various fungi. You've often noticed when riding the cultivator how some plants were much higher than others. Ofttimes those small plants have been stunted by attacks of certain fungi or molds. They cannot then be expected to produce as well as if they grew up to be strong healthy plants.

Semesan, Jr., won't cause any planter trouble. . . . It is very finely ground—literally smooth as silk, no friction. Is dropped easily by the planter.

This treatment will pay its cost many times over. . . . It certainly has been doing just that, year after year. Two ounces of New Improved Semesan, Jr., treat 1 bu. seed.

Four-ounce can costs you 35 cents; 1-pound can, \$1.00; 5-pound can, \$4.75; 25-pound pail, \$21.00.





On this trial plot, on Hoffman Homestead Farm near Landisville, 25 distinct hybrid corns were tried out this past Summer, along with five standard local varieties. These hybrids were gathered from all the best sources. Some interesting things were learned. This effort continues. Future years will bring to Hoffman patrons definite answers on hybrid corns that will surely interest them.

## BETTER SILAGE

**H**ave only clean seed of high germination to start with.

**O**ffer it good cultivation, keep weeds down.

**F**ertilize your corn with manure and complete fertilizer.

**F**ertilize heavy enough to insure a good crop.

**M**ore corn per acre makes more profit for you.

**A**crees of good corn are cheaper than acres of poor corn.

**N**ot all seed corn will give good results.

**S**ow Hoffman's Seed Corn for best results.

**E**ight cultivations are better than two.

**E**arly seeding is important and profitable.

**D**o not plant too close, mature ears make better silage.

Our auditor in charge of office records, B. H. Hooper. You may have seen his name on your letters, for he personally handles much of the company correspondence in addition to his other duties. Brought up in his father's wholesale tobacco-packing business. With us since his return from World War service in 1918. His desire is to aid wherever possible in farm-seed matters. He invites your letters.





## **SPRING WHEAT**

THE above field of Spring wheat was grown by Mr. Myron Swank, Ringtown, Schuylkill County, Pa. Yields fairly well. Makes good flour. Mostly sown in higher portions of Pennsylvania and in States North. "Marquis" is early and not often subject to rust and disease. Grain is smaller than Winter Wheat. Our "Marquis" seed comes from Minnesota—is clean, and carries the tendencies of the Northwest—earliness, hardiness, productiveness.

## **SPELTZ**

ADAPTED to a wide range of soil and climate. Eaten by cows—horses—cattle—hogs. Often mixed with bran shorts.

Resists drought. Ripens early. Does not rust or smut like other grains. Not readily damaged by harvest rains. Grows on poor land. Sow 2 bushels per acre—handle like oats.

## **SPRING RYE**

SOWN to produce grain, also sown with other grains for Spring pastures and soiling purposes—and for nurse crops. Should be sown early, same as oats. Seed should be brought from the North. Spring Rye is not as plump grained as Winter Rye. Doesn't grow as tall.

## **WINTER WHEAT—RYE—BARLEY**

THERE is now growing for us an immense acreage which will be ready to deliver to our customers shortly after harvest time next July. Selected strains of the hardiest varieties known will be very carefully cleaned by most modern machinery, and offered to you. Sowing such seed will pay you.

# *Hoffman's* **Buckwheat Seed**

BUCKWHEAT is a valuable crop on many farms where the soil is thin or where other crops have failed. Many farmers make the mistake of believing that buckwheat will succeed well under any conditions. For best results prepare the seed bed carefully and apply fertilizer. It has no definite place in the rotation. Many farmers use it after plowing old sod land in the Spring or plowing up an old pasture.

It may be seeded all of June and even as late as the early part of July, using one bushel of seed per acre.

Buckwheat middlings have high protein content and are valuable for dairy feed. Likewise, the grain is important as a poultry feed. Buckwheat blossoms are fine for bees.

Most growers prefer our Japanese variety of Buckwheat, which is a dark brown, good-sized kernel that yields well.

●

"We appreciate your seeds very much. We have never had such luck with any other seeds which we bought at other companies. All our neighbors ask how we get such good crops. We have told several about your seeds. We are very thankful that we found out about them."

Joseph P. Stupke, Cortland, N. Y.

●





## *Hoffman's* **SPRING BARLEY**

GOOD nurse or grain crop. Similar to corn in feeding value. When sown along with clover or alfalfa, gives the young grass plants the benefit of all possible moisture. Comes off early. Sow two bushels per acre.

### **"WISCONSIN PEDIGREE" BARLEY**

THIS is a popular variety—bearded—six-row type. Often outyields other strains by 6 to 8 bushels per acre. Stands up well—stiff in straw. A tall, vigorous grower that ripens uniformly, and has large, well-filled, fully developed heads.

### **"VELVET" BARLEY**

HAS smooth beards—minus the sharp barbs or hooks common to most barleys. A safe feed. This variety yields well—has long straw. Matures early—a sure cropper. We also offer "Wisconsin 38"—another good velvet type strain. Good yielder. Supply limited, so order quickly.

### **"BEARDLESS" BARLEY**

HERE is one of the best nurse crops for Spring-sown alfalfa. It is also widely grown for grain. The heads are erect—straw is strong. Supplies are limited, so that we suggest that you order immediately. May we substitute another variety if the "Beardless" should be all sold when your order arrives?

# "CERESAN"

## TREATMENT FOR OATS—WHEAT—BARLEY

IN A three-year series of tests, on 65 farms, read what happened with seed oats that had been treated with New Improved Ceresan! The average *yield* produced in all these tests over this period was *increased by 18 per cent!*

And the seed-oats treatment with this effective new ethyl mercury phosphate dust amounts to only around 6 cents an acre!

It is also very effective on wheat and barley seed. Diseases that now reduce your yield and steal away your profit, can be controlled easily and at very low cost by dust-treating the seed with this New Improved Ceresan! Farmers and farm authorities alike endorse its value in controlling covered smut, black loose smut, stripe and seedling blight.

Every oats grower should apply this treatment, even if the seed is not supposed to be in any way infected—because the cost of this effective precaution is so very small. In Iowa State Bulletin you find printed: "In 1934 this dust practically eliminated smut on 60 different farmers' lots of oats. 400 rows were planted with treated seed. And smut occurred in only 4 plants out of the 400. In the 400 rows planted with seed not treated, there were 2,466 smutted plants."

Don't try to outguess the smut. Clean or smutty, treat your seed oats—barley—wheat—with New Improved Ceresan. If the seed is smutty, the treatment usually will control the smut and increase the yield, too. If the seed is clean, New Improved Ceresan will often increase the yield anyway. There's nothing to be gained by guessing; play safe and treat with Ceresan.

### ONE-HALF OUNCE TREATS A BUSHEL

That's all it takes—a half ounce of dust per bushel of seed. Quickly and easily applied by means of a rotary seed-treater or by the shovel method. After treating the seed should be stored in a pile of sacks for 24 hours before planting.

Prices: 1-pound can, 70 cents; 5-pound can, \$3.00.

*use  
this*



FOR BIGGER YIELDS OF  
**BETTER OATS  
AND BARLEY**



**ONE POUND  
TREATS  
32 BUSHEL SEED**

## **"HOW TO GO FISHIN'"**

BACK in the days when all of us were boys, a day off to go fishin' was just about the best thing going. And lots of us still enjoy it.

But so many of us grown-ups still insist on fishin' when we buy seeds for our farm. We look around every place, fishin' for the fellow who quotes us the lowest price on the seed we want. What a mistake! On something so important as seeds! Seeds from which we want to grow a real crop. Seeds, something which can so easily fool us—as to their quality, or fitness for use in our section.

Instead of such foolish fishin' for low prices—we most certainly should first seek the quality that is required. Seeds are no different from anything else in this world. . . . You get what you pay for! Every bushel of really desirable seed is worth every cent of its cost. The cheaper stuff isn't worth any more than it sells for.

Spend your spare fishin' time in going after real fish. But buy your seeds from Hoffman, and get full value for the cash investment you make!



**"The Victory Oats I received from you this Spring produced 93 bushels per acre. A very unusual yield for this locality."**

**Amos E. Pflugh,  
Beaver Falls, Pa.**



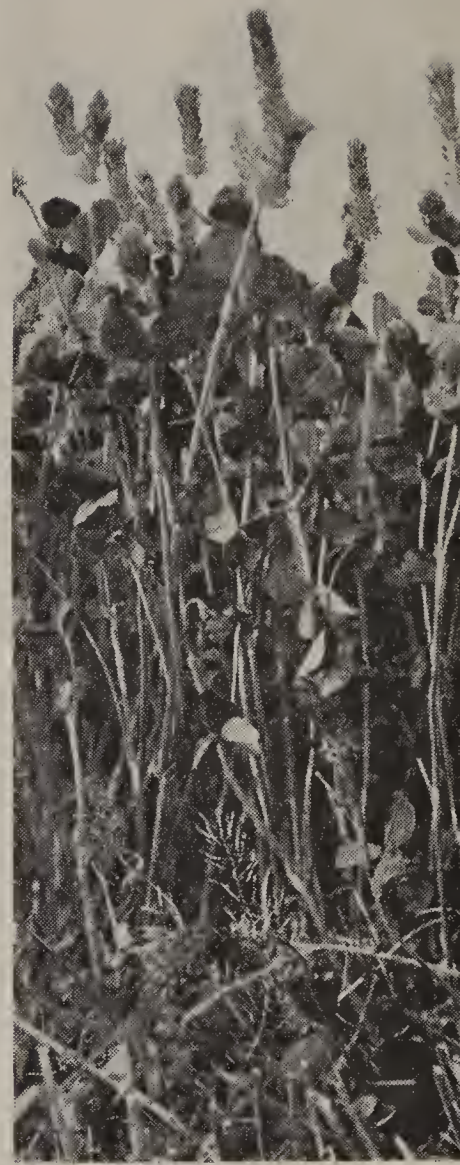
E. L. Kreider has had charge of our Order Filling Department for many years. Tons and tons of seeds have passed through his hands. Brought up on his father's farm within a mile of Landisville. His job is to keep things moving properly on the shipping floor. Mr. Kreider always appreciates any suggestions that you might care to make which will improve the service of his department. He has been with us since 1917 except for two years' World War service.

## *Hoffman's* **CRIMSON CLOVER**

THIS legume is especially valuable for soil improvement or as a cover crop. Likely to Winter-kill in the North. Will grow on poorer land than Red Clover, and add much fertility to the soil. Gathers great nodules of nitrogen-fixing bacteria at its roots.

Best suited for sections south of Pennsylvania, but can be used successfully in lower parts of Pennsylvania, Ohio and New Jersey. Seeded from June 15th to late August. Not sown in the Spring. Matures in June. Often broadcast in corn fields at last cultivation. Should be put in carefully prepared ground after Spring crops are removed. Sow 20 pounds per acre. Be sure to inoculate the seed. See page 10.

Crimson will make only a moderate growth in the Fall, but comes up quickly in the Spring and matures early. . . . Most failures with Crimson are due to not covering the seed properly, thin sowing, poor seed, lack of inoculation. In a careful farmer's hands Crimson Clover can be made a source of good profit.



## **Emergency PASTURE MIXTURE for HOGS - SHEEP - CATTLE - POULTRY**

HERE is a mixture of quick-growing seeds, made especially for farmers who want green feed for farm stock at little labor and expense.

Under favorable conditions, you will get a satisfactory growth in four weeks. Makes fine pasture for hogs or sheep.

For cattle, most farmers cut the growth and haul it to the stock in the barn. This prevents damage from stamping down. After the growth has been cut, it will come up again.

Pasturage from this mixture helps to produce flesh, fat, wool, and dairy products. Must not be sown before June 1st, and not later than August 1st. It will continue to grow until frost, but will not Winter through.

Plant at the rate of about 70 pounds per acre, either broadcast or with a seeder. Then harrow it in. It may also be sown with a grain drill.



## *Hoffman's* **SUDAN GRASS SEED**

HERE is a crop that more farmers can use to their profit. During recent drought years it has been a life-saver on many farms. When everything else failed, Sudan came through. It provided much Summer hay that otherwise could not have been gotten.

The quantity of Sudan Seed available this year is supposed to be quite a bit less than a normal supply. In spite of this, very fair prices will likely rule the markets—and Sudan will still make a mighty inexpensive seeding. It will again play a very important part in many a farmer's Summer hay and pasture program.

Walter Townsend, of Cochranville, Pa., says that **four acres Sudan Pasture carried 20 cows for four weeks.** . . . And adds that he can depend on just about that same kind of pasture year after year—even during the hottest part of the Summer.

Mr. Townsend sows much heavier than other folks do— $1\frac{1}{2}$  bushels of seed per acre. Credits his success to heavy seeding. He sows Winter Rye in the Fall, pastures it in the Spring, until late April—then sows his Sudan Seed on that ground, and has been having continuous pasture until frost.

There are a few other reports on these pages about what other Hoffman patrons are doing with Sudan—but many more folks have found this crop a great help when they need that help the most.

Sudan grows quickly. First crop is often ready to cut in 50 to 70 days after planting. Second crop sometimes in-



side the next 45 to 50 days. The plant stools remarkably. Its hay is equal to Timothy Hay—analysis shows 8.2 per cent protein. Stems are not extra heavy even though plant grows tall. For hay, cut when in bloom or a little earlier—about the time the heads appear.

Sudan is an annual—re-seeded each year. When other grasses wither because of dry weather, Sudan keeps supplying pasture.

Don't sow Sudan until the soil is warm—corn-planting time or a little later. Seed can be drilled or broadcast—cover a half inch. Broadcast 20 to 30 pounds per acre. Sudan is often sown with Soy Beans or Cow Peas, making a fine combination. Sudan is a quick, sure, heavy producer of hay, pasture or ensilage.

•

"The Sudan did well from the seed I bought of you last Spring. Part of it I sowed with oats for pasture. It was very satisfactory, even through the dry spell after harvest. Part was sowed with soy beans and made more than two tons to the acre. Part I sowed by itself, but not thick enough, too coarse, but makes excellent feed when ground on roughage mill. Believe it or not, but in 66 days from the time it was sowed it attained a height of 103 inches."

Chas. D. Kagey, Graterford, Pa.

"The Sudan Grass gave us a nice lot of pasture. Was much pleased with it and have always been pleased with all of my purchases from you."

Norton Kruger, Carlisle, Pa.

"We sowed your Sudan Seed about the middle of May, which is rather early and had a wet cold spell after this, so we had only about a 50 per cent stand, but this held up very well under constant pasturing all Summer. The cows relished it and it seemed to produce a good flow of milk. We seeded another small plot July 15th, and from this we had two cuttings, each about three feet tall before frost."

Russell H. Fehnel, Northampton, Pa.

Below — Second  
Growth Sudan  
Grass.





## ***Hoffman's*** **MILLET** **SEED**

MILLET grows quickly—serves well for emergency production of hay. Sown in June and July. Makes a heavy crop. Grows well, even on average to poor quality land. Used largely as a “catch” crop where an earlier seeding of something else has failed.

Millet should be cut for hay before its seeds harden, and before the growth becomes too woody. If good judgment is followed as to time of cutting, nutritious hay will result. A safe rule is—cut millet when the seed-heads have come on about a third of the plants.

### **“GOLDEN” MILLET**

FORMERLY called German Millet. Makes a heavy yield. Takes ten days to two weeks longer than Hungarian, but is more leafy and produces a more satisfactory hay. In Pennsylvania and to the South seven to nine weeks are needed to make a crop. For hay sow three pecks seed per acre, 48 pounds per bushel. See Price List.

### **“HUNGARIAN” MILLET**

PREFERRED by some folks. Adapted to Northern conditions. Always dependable for a crop. Comes around ten days earlier than the usual Golden Millet—yet not as leafy. Sow three pecks per acre. 48 pounds is sold as a bushel.

### **“JAPANESE” MILLET**

A TALL variety. Thrives on poor soil. Sometimes called by the name of “Million Dollar” Grass. Has yielded as high as 20 tons per acre. When fed green, should be cut just before seed-heads appear. Japanese Millet is more difficult to cure than Golden Millet, yet if well cured, makes valuable hay. Sow a half bushel per acre. Thirty-two pounds is a bushel. Cover the seed well for better results.

### **GOLDEN MILLET AND COW PEAS (Mixed)**

HALF a bushel Millet with a bushel Cow Peas per acre makes a fine hay or green feed combination. Grows tall, and gives good tonnage. The Millet stalks help hold up the Cow Peas (a legume) while growing. This makes for cleaner hay. The combination is really more valuable than would either be if sown alone for haying purposes.

# SONS . . . DADS . . . AND GRAND-DADS

## Now Buy HOFFMAN'S SEEDS

THE lines above tell you a true story. . . . In many cases three generations in a family have bought or are buying Hoffman's Seeds.

Yes—even Great Grand-Dads. That fact must mean something to any farmer who needs seeds, and must find a dependable source to buy them from. 38 years have now passed since the first bushel of Hoffman's Seed Wheat was sold. How could this business have grown as it has if Hoffman patrons didn't get value received on their seed purchases? There can be only one answer—Hoffman's Seeds have given satisfaction. They will continue to do so. Hoffman's Seeds make money for you!

Since 1899 many so-called seed firms have come and gone! Same as in other lines of business—there have been many "fly-by-night" operators in the seed business through all these years.

This little story may interest you. There has been no change of ownership here at Hoffman's. Mr. A. H. started our business. To-day his son, W. F., heads our company, his mother retaining much of his father's interest. The management remains exactly the same as through all these years. Very few employees have left us in years past. Twelve of the people shown in the picture on the center pages of this book have averaged nearly 18 years with the Hoffman Company. We feel these facts have some bearing on where you should decide to send your orders for farm seeds. You should count on getting fair treatment!

●

"Your Hay and Pasture Mixture is worthy of all recommendation. When in need of more seed, it will be without hesitation *Hoffman's Seed*."

Albert Baran, Clyde, N. Y.

"Your Economical Mixture was very good. Shadeland Climax Oats, 80 bushels per acre."

Boyd H. Hagenbuch,  
Bloomsburg, Pa.

●

Nearly 41 years of continuous service. This is the fine record of Amos B. Heiss! He was first employed on Mr. A. H. Hoffman's farm. Later on he helped Mr. Hoffman handle the very first orders that were received for Hoffman Seeds. He is still as active as ever despite his many duties. Such long unbroken service surely deserves hearty congratulations.

●





## Sow RAPE SEED for Quick Pasture

ONE of the best Summer and Fall pastures for sheep and hogs. Very inexpensive to sow and grow. Soil needs hardly any preparation. Takes only 5 or 6 pounds of seed per acre. Seeded all through the Spring and up to the end of August. Besides sowing alone, can be sown in corn fields, or along with many other seeds for pasture purposes. May be pastured when about ten inches tall. Makes a second growth.

No land should be allowed to loaf, when such an inexpensive crop is available. Succeeds all over the nation. Thrives on all sorts of soils. See Price List.

## *Hoffman's* VETCH SEED

A FINE cover crop. WINTER OR HAIRY VETCH may be seeded from July to October. Very hardy—lives through the Winter. Gathers much nitrogen at its roots. Valuable for hay, pasture, green feed, and for plowing under for soil improvement. For best results is seeded with rye or wheat. Sow 30 to 60 pounds per acre. Seed should be covered about 1½ inches. Soil should be well prepared. Seed inoculated.

Vetch should be cut for hay when the pods are about half formed. For green feed, cut when in full bloom. Often used as cover crop in orchards. . . . See Price List.



SPRING VETCH—often called Common or Oregon Vetch. Not a Winter-hardy plant, like the Hairy Vetch. But makes a good growth when sown in the Spring of the year. Often sown with Spring grains—oats, rye, or barley. Cost is low. 50 pounds per bushel. See Price List.

## **COW HORN TURNIP SEED**

SOWN in corn fields, two to four pounds per acre. The turnip grows long. Roots penetrate deeply into the soil and bring to the surface fertility that would otherwise not become available. Tops are eaten greedily by sheep, hogs and poultry. Roots add humus to soil and improve its condition. Sown July and August. See Price List.

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## **KAFFIR CORN**

GROWS five to seven feet tall. Stems bear numerous wide leaves. Stalk is brittle and juicy. Makes excellent fodder, either green or dry, highly relished by stock. Produces heavy crop of seed, 50 to 60 bushels—useful for poultry feed. . . . For grain sow in rows three feet apart, sowing four to seven pounds seed per acre. . . . For fodder sow a bushel per acre, broadcast or in drills. Plant late May or early June for grain. . . . Late May to July for forage.

•

## **SORGHUM or CANE**

THE growth is on the order of corn and rapid. May be pastured by all stock. Feed gradually at first to prevent bloating. Valuable soiling crop.

Sorghum may be cut and dried, and fed to all farm livestock. Does well all over the East and South. "Early Amber" is the preferred variety. Never pasture after plants have been frosted, as a poison then develops that injures livestock.

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## **TIRED LAWNS—THEN WHAT?**

MORE and more farmers are taking more interest in their lawns. You may not be satisfied with the condition of your lawn. Where you have sufficient turf, improvement may be effected by a proper renovating program. Some of the important factors to be remembered in such a program are here suggested:

Clean out the weeds and rake out the dead grass. On the bare spots sow Hoffman's Lawn Seed. The seed may be covered by rolling, or by scattering screened soil over the seeded areas and rolling.

If your soil is sour, a practical application of lime is 25 pounds per thousand square feet. Use 25 to 40 pounds of a complete fertilizer and rake in thoroughly. If you have any other lawn problems, write us.

# A good SEED SOWER

for  
hand sowing  
of most seeds

The  
"CAHOON"

THIS IMPROVED CAHOON BROADCAST SEED SOWER sows all kinds of grain and grass seed. Sows them faster, more evenly and with less waste than can be done by other means. This machine has also been used with good success in distributing GRANULAR FERTILIZER.

Made almost entirely of iron and steel and having no complicated parts to wear or get out of order, the Cahoon Sower will last and give perfect satisfaction over a long period of years. Saves its cost in a comparatively short time.

Will sow four to eight acres an hour, depending upon the efficiency of the operator, condition of the land and weight of the seed. Its operation is so simple that a person with no experience in hand sowing can operate it with entire success.

Can be used on rough or steep land. Or early in the season when the land is too soft for team or tractor. Is almost indispensable on the farm. Can be operated successfully wherever a person can walk.

THE FRAME and HANDLE GEAR are made of malleable iron—practically unbreakable.

HOPPER and BREAST PLATE are sheet steel, wire bound—insuring great rigidity.

The BAG is made of heavy, wear-resisting duck which with hopper holds about twenty-two quarts.

The DISCHARGER is steel without seam. It throws the seed evenly to right and left in front of the operator—not against his person.

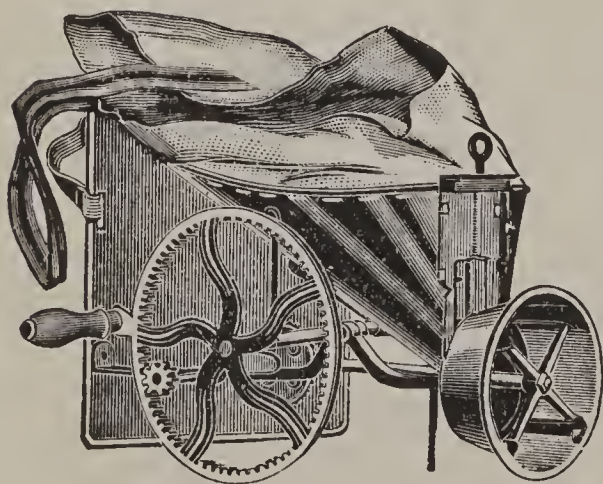
The WINGS in the discharger are made adjustable so that if, owing to a side wind or other cause, distribution of seed should be more to one side than the other, it can be adjusted to sow evenly.

There are two gates, one within the other, which govern the quantity of seed used very closely. The large gate is for grain or coarse seed. The small gate within the larger is used only when sowing grass seed.

Complete and easily understood instructions accompany each machine.



Price . . .  
\$4.50 each  
(Postage Paid)



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## For Your Own PROTECTION



YOU should buy your seed only from an old-established, exclusive seed-house BECAUSE—

It is a business itself—*not a side-line.*

It operates under State and National laws that protect you.

It investigates *new varieties*—*rejects* those unsuited.

It knows exact origin of Products.

It studies best sources of Supply.

It is in constant touch with Government Experiment Stations, etc.

It must please YOU—or go out of business.



And one more thought about seed-houses. . . . There are two types of them. One advertises “Price” as the main point about its seeds. The other stresses “Quality.”

A moment’s serious thinking will decide for you which one you can best trust for seeds that will show you the right kind of crop results! Below is a slogan that tells the truth:

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**“HOFFMAN’S SEEDS MAKE MONEY FOR YOU”**

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## *Hoffman's* **SEED POTATOES**



PLANT Northern-grown, disease-free, Seed Potatoes. Make sure that your careful preparation and cultivation counts for the most! You spend a lot of time on this crop—and plenty of money on machinery, fertilizer, spray materials. You have expensive details to watch all along the line—and the seed is very important.

Here is Quality Seed. Grown in Northern Michigan, Northern Maine, and Northern New York. It has been proven time and again that the right seed from these sources make better yields than home-grown seed can. . . . Start your Potato crop right—plant the right seed! Here it is—quoted to you under our Freight-Paid Terms. See page 75.

### **“GREEN MOUNTAIN” (Certified)**

ONE of the best-liked standard sorts grown. Of very best eating qualities. Of all the later types of Maine-grown seed there is no variety that has more friends and more successful users. Here is fine seed of it this year.

### **“IRISH COBBLER” (Certified)**

THIS is Maine-grown seed—the best selling variety. And truly a money-maker. More than half of our orders call for Irish Cobblers. It is the earliest standard-crop white potato. You doubtless know all about its merits. It

## **"IRISH COBBLER"—Continued**

is round to oblong in shape. Shallow eyes and indent at the stem end. A delicious, mealy potato. Stores well. Eyes remain dormant as long as the later varieties under same conditions. A favorite for commercial planting.

Early harvest potatoes often reap the benefit of better prices. Because of this and its exceptional ability to yield big crops, the "Irish Cobbler" is a bigger favorite today than ever. This seed is of exceptional quality—bound to please you!

## **"EARLY ROSE"—"EARLY OHIO"**

EVERYONE knows these fine old varieties . . . pink skin. Rather oblong, medium size. Quite early in maturity. Fine for garden use. Supply is limited. Order early.

## **"KATAHDIN"**

ONE of the newer varieties. It is oval-shaped—very smooth—shallow eyes. It matures a little before "Green Mountain." This fine variety produces very few number twos—mostly all of market size. A fine yielder. The vines are very dark green, and carry thick, heavy foliage, similar to "Cobbler." Supply is short. Order at once.

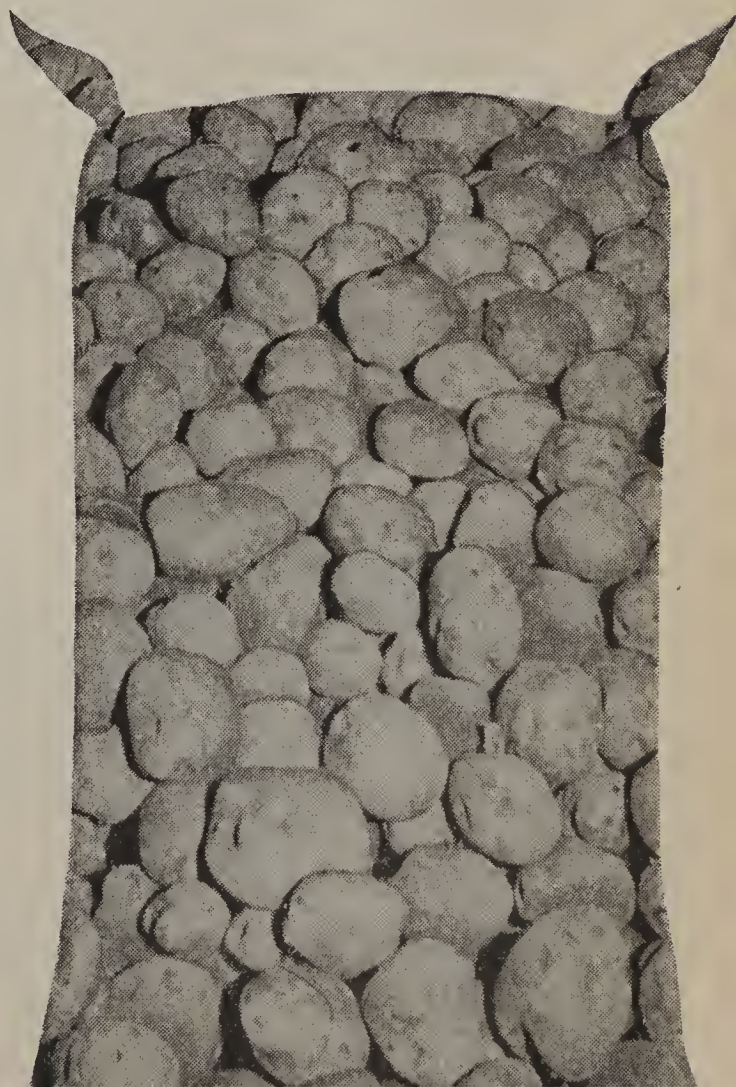
## **"CHIPPEWA"**

A NEW variety, but already has won many friends. It is a very smooth, oval potato, whiter than most of the other white varieties. Matures just after "Cobbler." Remarkable producer. Foliage a beautiful dark green, with large leaves, and more pointed than other varieties.

## **"BLISS TRIUMPH"**

HERE is a red potato—round—medium in maturing. Unlike the old Bliss, it produces a fine vine growth. A good producer. "Bliss Triumph" is in good demand. Our supply is small—order quickly.

●  
"The Hay and Pasture Mixture was sown on a cut-over piece of land and came up very well. It gave a good sod and pasture. We are well pleased."  
Wm. B. Rhodes, West Chester, Pa.





**NORTHERN  
MICHIGAN  
"RUSSET"**  
(Certified)

A FAMOUS variety that has truly made several records. . . . John Smith, of Lebanon County (Pa.), *averaged 352 bushels per acre on 56 acres!* Another great yield was made by Yeagle Bros., of Bucks County (Pa.), in 1932, with the same strain of Michigan Seed here offered you. They had one patch that yielded at the rate of *624 bushels per acre!*

The "Russet" is a hardy grower. Fine root system—resists disease—easy to harvest—stores well—a good cooker. A real money-maker because it is a dependable, heavy yielder.

The famous Tuber-Unit Seed Selection method produces this seed.

By this method everything undesirable is removed from the seed-stock, and you are assured top-notch seed quality.

**NEW YORK  
"RUSSET"**  
(Certified)

MANY potato men prefer this seed. Cost is lower. Many records show it equal in quality, freedom from disease, and yielding ability to seed from other sources. . . . It is likewise of Tuber-Unit parentage. One user averaged 460 bushels per acre. Some forty checks in eleven counties revealed very good yields.

**"WHITE  
RURAL"**  
(Certified)

KNOWN by some as "Rural New Yorker." An old favorite. Bred and developed by same methods as above "Russets." Worthy seed of a heavy-yielding white potato.

# SEMESAN BEL

## Low-Cost Treatment for INCREASING POTATO YIELDS

DIP-TREAT your seed potatoes with *New Improved Semesan Bel* this season . . . and look forward to a bigger yield of better potatoes — at less cost! It's so easy—just dip and plant!

In actual farm tests, this quick dip treatment has given yield increases, averaging 13.6 per cent. It checks seed-piece decay, improves stands, and reduces or prevents crop damage from seed-borne *Rhizoctonia* and scab. Some gains have been reported as high as 25 per cent.

Disease steals your potato profits by decreasing the yield and lowering the market value. A loss in yield of only 10 per cent frequently may represent the profit on your entire planting. Seed-rotting is another big loss in many sections. These two needless losses can be largely prevented by treating the seed, before planting, with Improved Semesan Bel potato dip.

Treat only uncertified seed? No . . . treat certified or apparently disease-free seed, too. It may carry even a small trace of disease that the treatment will overcome. And the certified seed will rot just as quickly in cold, wet soils as any other seed—therefore treating it is a paying operation.

## COSTS SO LITTLE—2 to 3 CENTS PER BUSHEL

BECAUSE it costs such a trifling sum, compared to everything else you spend to put out a potato crop . . . is why you should apply Semesan Bel to all seed.

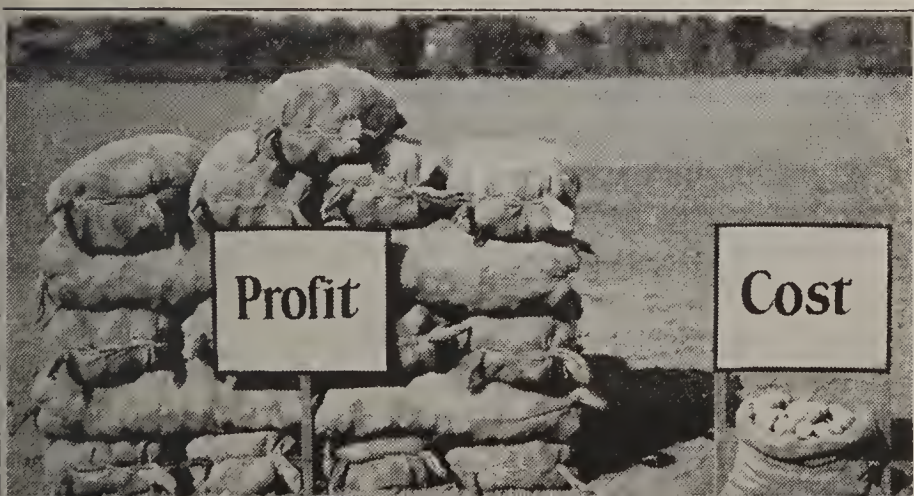
## 35.4 MORE BUSHEL PER ACRE BY TREATING

ON SIX practical farms in Pennsylvania, Minnesota, Maine, Ohio and New York, careful records were kept—in actual field demonstrations, where seed potatoes were treated with Semesan Bel, and where they were not. . . . The average increase in yield on all six farms was exactly 35.4 bushels per acre —thus proving the wisdom of this quick one-minute dip.

No question remains—it pays beyond all doubt to treat Seed Potatoes with improved Semesan Bel. . . . Prices: 4-ounce tin costs you 45 cents; 1-pound tin, \$1.50; 5-pound tin, \$6.75; 25-pound pail, \$31.00.



**A POUND TREATS 60 TO 80  
BUSHEL OF POTATOES**



# *Hoffman's*

## **LAWN SEED**

YOU can always rely upon Hoffman's Lawn Seed to produce a fine, strong velvety lawn. This is because of the great care used in selecting varieties that go into the mixture as well as the purity and vigor of the seed of the individual grasses.

Hoffman's Lawn Seed Mixture has given uniformly fine results for many years. In it are well-blended, fine-leaved hardy grasses that live through severe Winters, endure steady use and keep a good appearance. If carefully sown on good soil, this Mixture will produce a splendid lawn; even, fine in texture, and uniform.

Hoffman's Shady Lawn Seed has been carefully prepared so that it can be depended upon to produce a fine lawn in shady locations.

The fancy BENT GRASS Seed, in top quality, is also on hand at all times. . . . Where continuous care can be given, and conditions are favorable, splendid results are obtained from its use. See Price List.

## **ORCHARD IMPROVEMENT**

USE soil-building crops to improve your orchards. Legumes are favored over non-legumes. This is because of their ability to take part of their nitrogen from the air by means of organisms growing on their roots.

Alfalfa, Sweet Clover, Soy Beans, Red Clover, Vetch and Alsike can be used to good advantage in improving orchard soils.

Some of the non-legumes in most common use are the millets, sudan grass, buckwheat, blue grass, red top and rye.

Combinations of these may be used to good advantage. For example, millet and soy beans for a cover crop, or blue grass, red top, and alsike for a sod.



George A. Shenck is now in his tenth year with this Company. He is responsible for the entry and proper routing of seed orders to our patrons. George is our traffic man. He is always in touch with the latest development and delivery service with railroads, mail, boat and truck lines. All he asks is the opportunity of handling your seed orders this Spring. He promises that your orders will get prompt and careful attention.

**The  
"CLIPPER"  
SEED  
CLEANER**

**FOR  
CLEANING  
THE SEED  
YOU GROW  
ON YOUR  
FARM**

If you sow your own wheat or other grain, or grass seed, you need a "Clipper" Seed Cleaner to make it "fit to sow." The cost is small, the upkeep is nothing. It is well made, nicely finished, light running. Will last a lifetime and earn its cost every year it is used on a well-conducted farm.

Experience has shown that no other mill cleans so clean—none other sells so cheaply. The "Clipper" is used by Seedsmen all over the world. Also by Agricultural Colleges, Experiment Stations and Seed Breeders everywhere.

**Plain Directions** for Separating go with each machine. These are so easily understood that anyone can learn in a few minutes how to make the most delicate separations.

The "Clipper" Screen Outfit (12 screens) is very complete for the work required and contains screens for Wheat, Oats, Barley, Rye, Red and Alsike Clovers, Alfalfa, Sweet Clover, Timothy, Millet, Flax, Peas, Beans, Cow Peas, Soy Beans, Grading Seed Corn, cleaning Clover containing buckhorn, plantain or ripple; cleaning Timothy seed containing pepper grass seed and sorrel; Cane seed, Milo Maize, Kaffir Corn and separating corn from oats.

The Vertical Air Blast of the "Clipper" is a feature that no other cleaner has and it makes possible the most difficult separations that can be made in no other way.

**Guarantee:** So satisfactory has been the work of the thousands of "Clippers" placed among our customers—that our usual offer is extended: **You must be pleased with the work of the "Clipper" Cleaner or you may return it promptly in good condition for full refund of the purchase price.**



**No. 1-B "Clipper"** is a farm-size hand or power mill that will clean 20 bushels Seed Wheat per hour, or 10 bushels Clover or Timothy seed per hour. Dimensions: length, 4 ft. 8 in.; width, 2 ft. 2 in.; height, 3 ft. 8 in.; weight, crated, 185 pounds.

**No. 2-B "Clipper"** does exactly the same work as the No. 1-B, but its capacity per hour is 25 bushels grain and 15 bushels grass seed. Its screens are 6 inches wider. Dimensions: 4 ft. 8 in. long; 2 ft. 8 in. wide; 3 ft. 8 in. high. Crated weight, 210 pounds. Can be run by hand for certain cleaning, but for most cleaning, power should be applied— $\frac{1}{4}$  horsepower is sufficient.

**PRICES**—See Price List. Send orders for "Clipper" Cleaners to us for shipment direct from Landisville.

# SEEDING RATES Information

"Successful Farmers Recommend Heavy Seeding." The right quantity differs in different sections—depends on location and nature of soils. Spare seeding is not economical. Best qualities of seed are cheapest in the end—extra cost per acre is small and results more satisfactory. Table suggests quantities per acre that may be of help.

| SEEDS               | Per Bu.<br>Weight | Pounds<br>Per Acre | TIME OF SEEDING      |
|---------------------|-------------------|--------------------|----------------------|
| Alfalfa.....        | 60                | 15-20              | March May—Aug. Sept. |
| Alsike.....         | 60                | 6-9                | Feb. June—Aug. Oct.  |
| Barley.....         | 48                | 72-96              | April—June           |
| Blue Grass.....     | 14                | 30-35              | Apr. June—Aug. Sept. |
| Buckwheat.....      | 48                | 48-60              | June—July            |
| Cane, Sorghum...    | 50                | 60-65              | May—July             |
| Corn.....           | 56                | 8-10               | May—June             |
| Corn, Ensilage....  | 56                | 10-20              | May—June             |
| Cow Horn Turnip     |                   | 3-5                | June—September       |
| Clover, Crimson..   | 60                | 15-20              | July—September       |
| Clover, Red.....    | 60                | 8-10               | Feb. Apr.—Aug. Oct.  |
| Clover, Sweet....   | 60                | 15-20              | March May—Aug. Sept. |
| Clover, White....   | 60                | 6-8                | Apr. June—Aug. Oct.  |
| Economical Mixt..   | 56                | 12-20              | March May—Aug. Oct.  |
| Hog Pasture.....    |                   | 50-70              | May—August           |
| Lawn Grass.....     | 20                | 100-150            | Apr. June—Aug. Oct.  |
| Meadow Fescue...    | 24                | 30-50              | Apr. May—Aug. Sept.  |
| Millet, German...   | 48                | 40-50              | May—July             |
| Millet, Hungarian   | 48                | 40-50              | May—July             |
| Millet, Japanese... | 32                | 25-40              | May—July             |
| Oats.....           | 32                | 70-100             | March—May            |
| Orchard Grass....   | 14                | 30-45              | Apr. May—Aug. Sept.  |
| Peas, Canada.....   | 60                | 75-100             | February—April       |
| Peas, Cow.....      | 60                | 60-90              | May—August           |
| Rape, Dwarf Essex   | 50                | 5-8                | April—August         |
| Red Top.....        | 32                | 10-12              | Apr. June—Sept. Nov. |
| Rye Grass.....      | 24                | 30-45              | Apr. June—Aug. Oct.  |
| Rye, Spring.....    | 56                | 56-84              | March—May            |
| Soy Beans.....      | 60                | 60-90              | May—August           |
| Sudan.....          |                   | 18-35              | May—July             |
| Timothy.....        | 45                | 8-12               | March June—Aug. Nov. |
| Vetch, Spring....   | 50                | 50-70              | March—May            |
| Vetch, Winter....   | 60                | 30-60              | July—November        |
| Wheat.....          | 60                | 90-120             | September—October    |

## TERMS OF ACCEPTANCE

Every care is exercised to give all customers seed of good quality that will prove pleasing and satisfactory. . . . The following clause, approved by the American Seed-Trade Association (of which we are members) and same as published by other responsible seed firms, is to be made plain. A. H. Hoffman, Inc., gives no warranty, express or implied, as to the description, quality, productiveness, or any other matter of any seeds they send out, and will not be in any way responsible for the crop. If the purchaser does not accept the goods on these terms, they are at once to be returned. . . . Hoffman's Seeds will please you—and "MAKE MONEY FOR YOU!"



## **PENNSYLVANIA RAILROAD OFFERS NEW SERVICE**

WISH we could say this applies to all freight stations of all railroads. But cannot yet.

If your station is on the Pennsylvania Railroad, AND THERE IS A FREIGHT AGENT AT YOUR STATION—you can pay the freight agent for your seeds when they arrive.

In that case, you don't need to send money with order. You don't need to pay until you get the seeds.

Our feeling is that all railroads will offer this service in time, but at the time this book goes to press, the Pennsylvania is the only one offering it to all stations where an agent is located.



## **IF PRICES CHANGE**

SEED markets change, and orders sometimes come in at wrong prices. When the buyer overpays a small amount, a little extra seed is added. When a larger amount is overpaid, a check is mailed to him refunding the amount due. Many hundreds of such checks are mailed each season. . . .

When prices are higher than the customer has paid, what shall be done then? Ask for more money or decrease the quantity of seed? Will each customer please help us decide? Please tell us what you prefer us to do in such a circumstance. . . . Our guarantee is that we will strain a point whenever possible to handle each order to your satisfaction. New Price Lists will be mailed as often as you like—just ask for them at any time.

## HOW YOU PAY FOR HOFFMAN'S SEED

You may send payment right along with your order . . . most people do. . . . If you prefer to pay when seed arrives, please tell us the name of your bank and the necessary papers will be sent there. . . . Or, we can mail your freight Bill of Lading C.O.D. Then you would pay the mailman for it—take it to the station to release the shipment. . . . If the Pennsylvania is your railroad, see page 73.

## SEED BY PARCELS POST

When seed is to be sent by Parcels Post, add extra for postage as below:

In the 1st, 2nd and 3rd zones, up to 70 pounds can be sent in one package—all other zones, the limit is 50 pounds.

| <i>Zone</i> |  | <i>1st lb.</i> | <i>Each extra lb.</i> |
|-------------|--|----------------|-----------------------|
| 1st         | Within 50 miles of Landisville         | 7c             | 1c                    |
| 2nd         | Within 50 to 150 miles of Landisville  | 7c             | 1c                    |
| 3rd         | Within 150 to 300 miles of Landisville | 8c             | 2c                    |
| 4th         | Within 300 to 600 miles of Landisville | 9c             | 4c                    |

## • INDEX •

|                       | <i>PAGE</i> |                       | <i>PAGE</i> |
|-----------------------|-------------|-----------------------|-------------|
| Alfalfa               | 17          | Millet                | 60          |
| Alsike and Timothy    | 14          | Oats                  | 23          |
| Alsike Clover         | 7           | Orchard Grass         | 37          |
| Barley                | 54          | Pasture Grasses       | 35          |
| Bent Grasses          | 70          | Peas, Canada          | 28          |
| Blue Grass            | 36          | Peas, Cow             | 33          |
| Bromus Inermis        | 37          | Potatoes              | 66          |
| Buckwheat             | 53          | Rape                  | 62          |
| Cane (Sorghum)        | 63          | Red Top               | 36          |
| Ceresan               | 55          | Reed Canary Grass     | 36          |
| Cleaners              | 71          | Rye                   | 52          |
| Clover, Crimson       | 57          | Rye Grass             | 36, 37      |
| Clover, Mammoth       | 6           | Semesan Bel           | 69          |
| Clover, Red           | 4           | Semesan, Jr.          | 50          |
| Clover, Sweet         | 12          | Soiltex               | 9           |
| Clover, White (Dutch) | 7           | Sorghum (Cane)        | 63          |
| Corn                  | 40          | Sowers (Seed)         | 64          |
| Crow Repellent        | 47          | Soy Beans             | 30          |
| Economical Mixture    | 15          | Speltz                | 52          |
| Emergency Pasture     | 57          | Sudan Grass           | 58          |
| Hog Pasture Mixture   | 57          | Tall Meadow Oat Grass | 37          |
| Inoculant             | 10          | Timothy               | 9           |
| Kaffir Corn           | 63          | Turnip, Cow Horn      | 63          |
| Lawn Grass            | 70          | Vetch                 | 62          |
| Lespedeza, Korean     | 13          | Wheat                 | 52          |
| Meadow Fescue         | 37          |                       |             |

**"THE MEMORY OF QUALITY, especially in SEEDS,  
REMAINS LONG AFTER PRICE IS FORGOTTEN"**  
**Sow Hoffman's QUALITY SEEDS!**

62.73  
Sow *Hoffman's* EXTRA-QUALITY Seeds —  
They will "MAKE MONEY FOR YOU"

## PRICE LIST

February 5, 1937

### *Hoffman's* EXTRA-QUALITY FARM SEEDS

Please ask for a New Price List at any time. Some quotations may have to change later. . . New Lists cheerfully mailed as often as you ask for them. . .

*A. H. Hoffman, Inc.*  
*Landisville, Pa.*  
*(Lancaster County)*

When Customers Come Here  
and Take Their Seeds Along Home

They will get credit for the freight charges (if their purchase weighs 100 lbs. or more.) If they bring bags to contain their seeds, they will get credit for bags, too.

## CLOVER SEED

(60 lbs. per bushel)

|                                     | Per<br>Pound  | Per<br>Bushel |
|-------------------------------------|---------------|---------------|
| Extra Alsike .....                  | \$ .30        | \$ 18.00      |
| Extra Red Clover (North European) . | .29           | 16.50         |
| Extra Red Clover (U. S. Verified) . | .45           | 26.50         |
| Extra Mammoth (U. S. Verified) .    | .47           | 27.50         |
| Sweet Clover (White) .....          | .20           | 11.60         |
| Sweet Clover (Yellow) .....         | .21           | 11.90         |
| Sweet Clover (Grundy Co.) .....     | .21           | 11.90         |
| Crimson Clover .....                | .12           | 6.80          |
| White Dutch Clover .....            | .35           | 18.00         |
| Korean Lespedeza .....              | (40 lbs.) .25 | 9.60          |

## ALFALFA

(60 lbs. per bushel)

|                                  | Per<br>Pound | Per<br>Bushel |
|----------------------------------|--------------|---------------|
| Northwest (U. S. Verified) ..... | .38          | \$22.00       |
| Kansas (U. S. Verified) .....    | \$.36        | 21.00         |
| Genuine Grimm (U. S. Verified) . | .40          | 23.50         |
| State Certified Grimm .....      | .47          | 27.50         |
| Canadian Variegated .....        | .40          | 23.50         |

## GRASS SEEDS

|                                  | Lbs. in<br>a bu. | Per<br>Pound | Per<br>Bushel |
|----------------------------------|------------------|--------------|---------------|
| Hay and Pasture Mixture .        | 32               | \$ .22       | \$ 6.75       |
| Kentucky Blue .....              | 14               | .28          | 3.80          |
| Fancy Red Top .....              | 32               | .26          | 7.80          |
| Orchard Grass .....              | 14               | .25          | 3.40          |
| Canada Blue .....                | 14               | .30          | 4.10          |
| Meadow Fescue .....              | 24               | .19          | 4.40          |
| Native Rye .....                 | 24               | .12          | 2.60          |
| English Rye .....                | 24               | .18          | 4.10          |
| Tall Meadow Oat .....            | 14               | .35          | 4.75          |
| Bromus Inermis .....             | 14               | .33          | 4.40          |
| Hoffman's Lawn Seed. (per pound) | .35              |              |               |
| Shady Lawn Seed " "              | .40              |              |               |
| Fancy Bent Grass Seed " "        | .70              |              |               |
| Rough Stalk Meadow " "           | .40              |              |               |
| Chewing's Fescue " "             | .40              |              |               |
| Reed's Canary Grass " "          | .38              |              |               |

## TIMOTHY SEED

Farmer's Choice . (45 lbs.) . \$ 4.50

## CLOVER MIXTURES

Economical Mixture (56 lbs.) . 13.20  
 ½ Red Clover—¼ Alsike—¼ Timothy  
 Alsike & Timothy. (45 lbs.) . 5.90  
 Contains over 20% Alsike—very clean

## MILLETS

Golden. .... (48 lbs.) . \$ 3.00  
 Hungarian ..... (48 lbs.) . 3.80  
 Japanese ..... (32 lbs.) . 2.20

## SUNDRY SEEDS

Spring Vetch . . . (50 lbs.) . \$ 4.20  
 Winter Vetch . . . (60 lbs.) . 6.95  
 Amber Sorghum . (50 lbs.) . 3.60  
 Kaffir Corn . . . (50 lbs.) . 3.20  
 Sudan Grass . . . (per pound) .08  
     150 to 499 lbs. " " .07½  
     500 lbs. or over " " .07  
 Dwarf Essex Rape " " .08  
 Hog Pasture Mixture " " .07  
 Cow Horn Turnip " " .35

**FREIGHT PAID** on shipments that **weigh 100 LBS.**  
 or **MORE** to any Railroad station in Penna.,  
 Ohio, N. J., Md., N. Y., Va., Del., W. Va., Conn.,  
 R. I., Mass.

**BAGS supplied FREE** on all orders.

The 'per pound' prices apply **ONLY** to quantities of  
 seed that are **LESS** than a half-bushel.

If you want any seeds mailed, please add 'extra' for  
 cost of postage. See rates on next page.

## SEED CORN

(56 lbs. per bushel)

Lancaster County Sure Crop . \$3.00  
 West Branch Sweepstakes . . . 3.15  
 Red Cob White Ensilage . . . 3.00  
 White Cap Yellow Dent . . . 3.00  
 Golden Queen ..... 3.15 |  || Hoffman Early 90-Day ..... | 3.15 |  |
| Reid's Yellow Dent ..... | 3.25 |  |
| Early Leaming ..... | 3.15 |  |
| Long's Champion Yellow . . . | 3.15 |  |
| Improved Leaming ..... | 3.00 |  |
| Yellow Flint ..... | 3.25 |  |
| Eureka Ensilage ..... | 3.25 |  |
| Johnson County White ..... | 3.25 |  |
| Early Butler ..... | 3.25 |  |
| Extra Early Clarage ..... | 3.25 |  |

(cost of postage EXTRA)

## BARLEY & GRAINS

Wisconsin Pedigree (48 lbs.) . \$2.35  
 Velvet Barley . . . (48 lbs.) . 2.45  
 Beardless Barley . . (48 lbs.) . 2.60  
 Wisconsin 38 Barley (48 lbs.) . 2.45  
 Spring Wheat . . . (60 lbs.) . 2.75  
 Spring Rye . . . (56 lbs.) . 2.25  
 Speltz . . . (40 lbs.) . 2.00  
 Japanese Buckwheat (48 lbs.) . 1.95

## SEED OATS

(32 lbs. per bushel)

|                      | Up to<br>14 bu. | 15 to<br>49 bu. | 50 bu.<br>& over |
|----------------------|-----------------|-----------------|------------------|
| Peerless .....       | @ . \$1.00      | \$ .98          | \$ .96           |
| Silver Mine .....    | 1.05            | 1.02            | 1.00             |
| Swedish Select ..... | 1.10            | 1.03            | 1.05             |
| Shadeland Victory    | 1.25            | 1.22            | 1.18             |
| Shadeland Climax     | 1.30            | 1.28            | 1.25             |
| Shadeland Eclipse    | 1.40            | 1.35            | 1.33             |
| Patterson            | 1.25            | 1.22            | 1.18             |

## SEED POTATOES

(Certified)

(Maine-grown, 2-bu. sack)

|                         | Up to<br>4 sacks | 5 to<br>14 sacks | 15 sacks<br>& over |
|-------------------------|------------------|------------------|--------------------|
| Irish Cobbler .....     | @ . \$5.35       | \$5.25           | \$5.20             |
| Green Mountain .....    | 5.35             | 5.25             | 5.20               |
| Early Rose—Early Ohio . | 5.65             | 5.60             | 5.60               |
| Red Bliss .....         | 5.65             | 5.60             | 5.60               |
| Katahdin .....          | 5.70             | 5.65             | 5.60               |
| Chippewa .....          | 5.80             | 5.75             | 5.75               |

(Michigan-grown, 2-bu. sack)

Russets ..... @ . \$5.50 | \$5.40 | \$5.35 |

(New York grown, 2-bu. sack)

Russets ..... @ . \$5.35 | \$5.25 | \$5.20 || White Rurals ..... | 5.35 | 5.25 | 5.20 |
| Rural New Yorker ..... | 5.35 | 5.25 | 5.20 |

## BEANS & PEAS

(60 lbs. per bushel)

|                           | Up to<br>9 bu. | 10 bu.<br>29 bu. | 30 bu.<br>& over |
|---------------------------|----------------|------------------|------------------|
| Wilson Black Soys . . @ . | \$3.30         | \$3.25           | \$3.20           |
| Manchu Soys .....         | 3.30           | 3.25             | 3.20             |
| Virginia Soys .....       | 3.30           | 3.25             | 3.20             |
| Illini (Early) Soys ..... | 3.30           | 3.25             | 3.20             |
| Mixed Soy Beans .....     | 3.10           | 3.05             | 3.00             |
| New Era Cow Peas .....    | 3.95           | 3.95             | 3.90             |
| Whippoorwill Cow Peas . . | 3.95           | 3.95             | 3.90             |
| Canada Field Peas .....   | 4.05           | 4.00             | 3.95             |

FROM

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A. H. HOFFMAN, INC.  
Landisville,  
(*Lancaster County*)  
Penna.

## "HOFFMAN INOCULANT"

(Prices include Prepaid Postage)

### *For Alfalfas and Clovers*

| $\frac{1}{2}$ bu.<br>size | 1 bu.<br>size | 2½ bu.<br>size |
|---------------------------|---------------|----------------|
| \$0.35                    | \$0.55        | \$1.15         |

### *For Beans, Peas and Vetch*

| 1 bu.<br>size | 2 bu.<br>size | 5 bu.<br>size |
|---------------|---------------|---------------|
| \$0.35        | \$0.55        | \$1.15        |

## "CAHOON" SEED SOWERS

Postage Prepaid, \$4.50

## "SOILTEX"

*For Testing Soils*

Each Outfit (Postpaid) \$1.00

## CROW REPELLENT

*For Treating Seed Corn*

|                 |        |
|-----------------|--------|
| 1 bu. size..... | \$0.60 |
| 2 bu. size..... | 1.00   |
| 4 bu. size..... | 1.75   |
| (Postpaid)      |        |

## "CERESAN"

(Postpaid)

*For Barley, Oats, Wheat, Etc.*

|           |        |            |        |
|-----------|--------|------------|--------|
| 1 lb..... | \$0.70 | 5 lbs..... | \$3.00 |
|-----------|--------|------------|--------|

## "SEMESAN JR."

(Postpaid)

*For Seed Corn Only*

|           |        |            |        |
|-----------|--------|------------|--------|
| 4 oz..... | \$0.35 | 5 lbs..... | \$4.75 |
| 1 lb..... | \$1.00 |            |        |

## "SEMESAN BEL"

(Postpaid)

*For Seed Potatoes*

|           |        |            |        |
|-----------|--------|------------|--------|
| 4 oz..... | \$0.45 | 5 lbs..... | \$6.75 |
| 1 lb..... | \$1.50 |            |        |

## CLIPPER SEED CLEANERS

|              |      |          |      |
|--------------|------|----------|------|
| No. 1-B—     | \$38 | No. 2-B— | \$44 |
| Freight Paid |      |          |      |

## Parcels-Post Rates on Seeds:

Please add cost of Postage to price of seed, as follows:

|  | First Pound<br>Costs | Each Additional<br>Pound Costs |
|--|----------------------|--------------------------------|
| Within 150 miles of Landisville                            | 8c.                  | 1c.                            |
| Within 150 to 300 miles of Landisville                     | 9c.                  | 2c.                            |
| Within 300 to 600 miles of Landisville                     | 10c.                 | 3½c.                           |
| Always add 1 Pound (for packing) to actual weight of Seed. |                      |                                |
| Landisville is 7 miles West of Lancaster                   |                      |                                |
| " " 30 " East of Harrisburg                                |                      |                                |
| " " 75 " West of Philadelphia                              |                      |                                |
| " " 70 " North of Baltimore                                |                      |                                |
| " " 35 " Southwest of Reading                              |                      |                                |





A. H. HOFFMAN, INC.  
LANDISVILLE (LANCASTER COUNTY) PA.  
"Hoffman's Seeds Make Money For You"

**LANDISVILLE (LANCASTER COUNTY) PA.**

## "Hoffman's Seeds Make Money For You"

**TO (Name)**

DATE \_\_\_\_\_

OFFICE (Address)

R. F. D. No.

STATE

(Name of Place)

COUNTY

STATE

## HOW SHIP

# WHEN

**FREIGHT PAID ON 100 LBS. OR MORE INTO PENNA. AND NEARBY STATES—SEE CATALOG. NECESSARY BAGS SUPPLIED FREE—EXPRESS CHARGES COLLECT AT BUYER'S STATION.**

QUANTITY

## DESCRIPTION

AMOUNT

**CONDITIONS ON REVERSE SIDE ARE A PART OF THIS ORDER**

**TWO WAYS TO PAY—**(1) You may send payment right along with your order, or (2) if you prefer to pay when seeds arrive please write the name of your bank on line below and the necessary papers will be sent there.

Name of Bank.....

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## MONEY BACK GUARANTEE

Seed you order from Hoffman's must be satisfactory on its arrival or may be returned at once, and your money will be refunded.

Hoffman's Seeds will please you and make money for you.

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A. H. HOFFMAN, Inc., gives no warranty, express or implied, as to the description, quality, productiveness, or any other matter of any seeds they send out, and will not be in any way responsible for the crop.

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# *Hoffman's Seeds*

A. H. HOFFMAN, Inc.

LANDISVILLE

(Lancaster County)

PENNA.

"QUALITY SEEDS SINCE 1899"

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## **BAGS ARE FREE**

When you make up a Hoffman seed order, you figure nothing "extra" for bags needed to ship your seeds.

## **FREIGHT WILL BE PAID on every Hoffman Seed shipment of 100 POUNDS OR OVER**

if your freight station is located in any one of these eleven states . . . Pennsylvania, New Jersey, West Virginia, Massachusetts, Maryland, Ohio, Delaware, Rhode Island, New York, Virginia, Connecticut.

SHIPMENTS BY EXPRESS are made with charges COLLECT at your station. On 100 pounds or over, we will send you the amount we would have paid as freight charges—this to help you pay the express charges.

SHIPMENTS BY MAIL . . . please read details on mail shipments on opposite page.



## **PERSONAL**

Now, Mr. Reader . . . we've tried hard to make this catalog easy for you to read. It brings you the plain facts about the seeds we offer. We are trying to get better acquainted with each and every Hoffman patron. You, of course, realize that it is impossible to visit each customer's farm. That is why we have tried to do the next best thing—by bringing you these printed pages about our products, our equipment, and ourselves.

Yes, we are asking for your seed business—and your good will. And we assure you of our sincere desire and effort to please you in every way.

**A. H. HOFFMAN, INC.**  
**LANDISVILLE (Lancaster County), PA.**



*"Hoffman's Seeds Make Money for You"*

**SOW**  
*Hoffman's*  
*Seeds*



**THEY WILL  
MAKE  
MONEY  
FOR YOU**

A sepia-toned photograph of a landscape. In the foreground, there are dark, silhouetted trees and bushes. In the background, a body of water stretches across the horizon under a pale, hazy sky. The overall tone is nostalgic and serene.

**A. H. HOFFMAN, INC.**  
**LANDISVILLE (Lancaster County), PA.**

